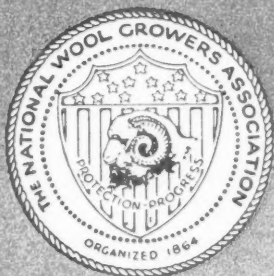


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JUN 19
1931

The NATIONAL WOOL GROWER



VOLUME XXI
NUMBER 6
JUNE, 1931

Meeting of the
National Lamb Committee

•

Selling Wool by
'Lines'

•

Increased Patronage of
National
Wool Marketing
Corporation

Official Organ of the
NATIONAL WOOL GROWERS ASSOCIATION
Salt Lake City, Utah
and
NATIONAL WOOL MARKETING CORPORATION
Boston, Mass.

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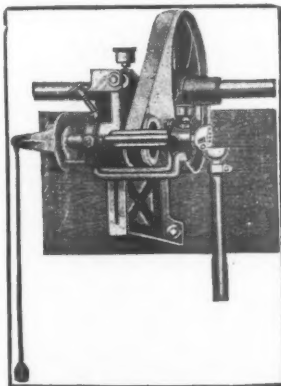
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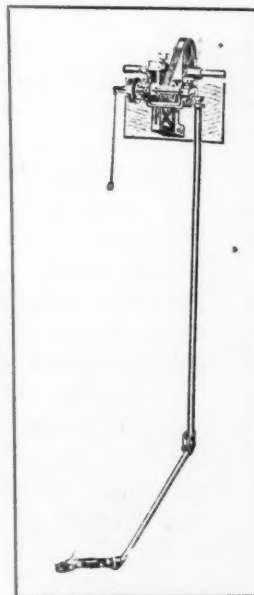
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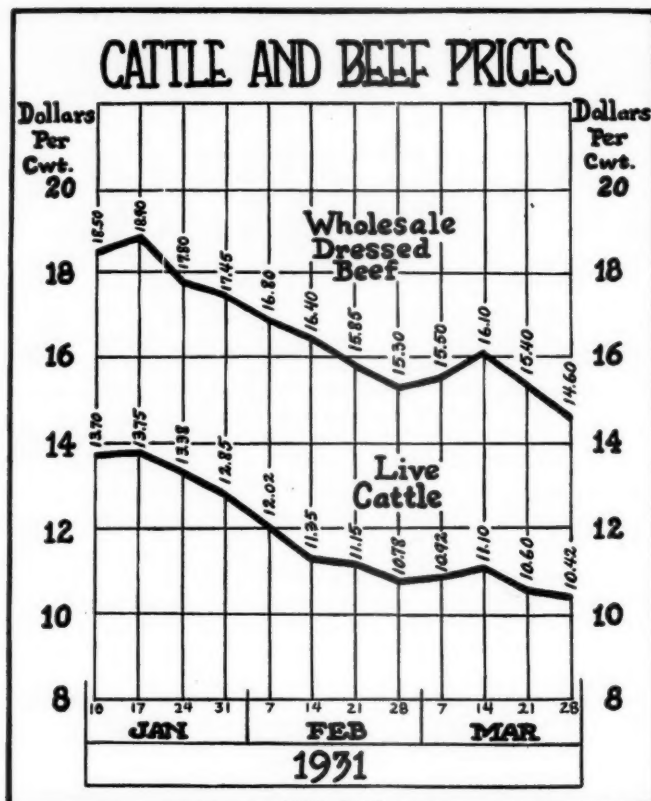
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Prices of meats and by-products (such as hides, lamb pelts, tallow, etc.) determine prices of live stock. Packer salesmen make every effort to get highest prices, but they can get only that price at which the meat will move into consumption. This is the market price.

Day to day and week to week, fluctuations in receipts of live stock cause fluctuations in the supply of meats. This in turn causes fluctuations in livestock prices.

Ordinarily the amount of money that consumers have to spend for meats does not vary greatly from day to day or week to week. When it does, in times of unemployment, as at present, the tendency of

meat and livestock prices is downward.

This effect on the prices of meats and live stock is illustrated in the average weekly prices of cattle and *wholesale* prices of the corresponding grades of beef at Chicago shown in the accompanying chart. They were taken from reports of the United States Department of Agriculture.

The fluctuating prices of hides and other by-products also have an effect but space does not permit their discussion here. The money from beef represents 80 to 90 per cent of the total money the packer receives for the meat and by-products of cattle, hence it is the largest single product that affects the price of the live animal.

Swift & Company
U. S. A.

The NATIONAL WOOL GROWER

Official Organ of the
NATIONAL WOOL GROWERS ASSOCIATION
and the
NATIONAL WOOL MARKETING CORPORATION

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Livestock and meat well marketed

THE relative success of the method employed in marketing livestock and meat—that is, keeping the channels clear by making prices responsive to current conditions—is attested by the fact that meats have resisted the downward push of depression better than most other speculative commodities.

Note the following figures showing the relationship in percentage between the prices of various staples on January 1, 1931, and the averages for these same staples on January 1st of the five preceding years:

Cattle	83.4%
Hogs	73.8%
Lambs	58.9%
Fowl	83.5%
Sugar	76.6%
Butter	61.7%
Eggs	52.6%
Wheat	52.6%
Coffee	37.4%
Cotton	52.7%
Wool	51.9%
Rubber	19.2%
Copper	69.8%
Steel	67.6%
Petroleum	60.7%

The three livestock items average 72%; the six other food items average 60.7%; the non-food items average 53.6%.

The method of marketing meat is responsive to existing conditions. The total available supply is constantly forced into consumption, even when consumption has to be encouraged by price reductions. Thus, huge surpluses are never piled up to hang over the market and to render new production valueless.

Selling at the best price obtainable does not always provide a profit, but it does result in the maintenance of a daily cash market at the highest prices warranted by consumer-demand.

T. H. Lee
President

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EDITORIAL

With top quality spring lambs on a \$10 basis at the big markets, it may seem strange to talk of strength in the market. And still more so when it is recalled

Strong Lamb Demand

that they were 3 cents higher twelve months ago. Then the pessimists also may say that last year lambs dropped 4 cents between June and October. All of this is true. But how much does it mean or suggest now? No one can answer. But there are encouraging facts. Business is righting itself gradually. New conditions and relationships are coming in that seem likely to remain for some time. In the sheep business one of these certain changes is a much broader outlet for lamb than formerly existed. A great many people now buy lamb who never used it at all until last year. Others who thought lamb was an expensive luxury now find it just as enjoyable and also economical even in an era of low prices.

Our market reports in this issue show that the volume of lamb that has gone into consumption during the last two months was greater than in either the preceding months, or in April and May of 1930. At the same time live prices made a slight improvement. Dressed prices on spring lambs in larger cities varied from 23 to 26 cents and finished the month around 26 cents.

As Mr. Poole points out, this has happened on a purely meat basis, wool and pelt values not having had much to do with packers' desires to obtain lamb, and during a period when beef and pork declined in price, partly as a result of increased receipts and slaughter.

When lamb raisers and feeders inaugurated their lamb campaign in 1927, they felt that their product had merit that was not properly understood. Lamb, they insisted, was entitled to a broader demand, both because of its attractive qualities and because it meets the economic needs of present day methods of housekeeping and food purchasing.

Education and Advertising

When high priced lamb carcasses began to accumulate on packers' rails in February, 1930, modern selling pressure was applied. Salesmen were ordered to push lamb and the price was lowered. These packer salesmen, working with their retail store customers, found that consumers became interested in good quality lamb when they learned its merits. Packers and commission men attribute a good part of this new appreciation of lamb to publicity and educational work done by raisers and feeders through the National Wool Growers Association and the Colorado-Nebraska Lamb Feeders Association, working in cooperation with the National Live Stock and Meat Board.

If the \$80,000 expended in the last three years to promote the use of lamb has done so much good, the growers are given additional incentive to complete the five-year program of \$100,000 a year for pushing lamb.

It was the wool growers who planned and set up the National Wool Marketing Corporation. We did it after a lifetime of experience with another system of marketing wool which, though necessary and good in its time, was no longer satisfactory. Present day high costs of production and small margins between the producer and consumer compelled us to secure for our wools the largest possible part of what the manufacturer pays.

Helping Ourselves

It is only when wools are merchandised under a non-profit plan and by employees of the growers that the producer and consumer interest supersedes the speculative element in the wool market. Naturally and properly, for himself, the dealer seeks to depress prices to the lowest limit when buying. Then, by selling in volume at even small profit margins, he can come out on the right side. Sometimes his profits may be large. The effect upon producers of such low prices is, of course, no concern of these operators.

The growers' selling agency in Boston, the National Wool Marketing Corporation, aims to put wool into the hands of manufacturers at figures equal to world prices plus the American tariff.

It is designed and operated to do this. Its personnel is fully competent. To succeed it must have a large volume of wool with which to supply its long list of mill customers. These mills know and say that the growers' Corporation can remove speculative fluctuation from the Boston market, if given the bulk of the domestic wools. Such stabilization is beneficial to both manufacturers and consumers and most of the growers.

The new plan and organization put into operation by wool growers themselves, supported by the Federal Farm Board, should not be regarded as an experiment. That is shown by its service last year, and already this year, in holding prices much above what they could have been in a wholly speculative market.

The Corporation's reports in this issue show that a large volume of new wool is assured, and its influence will be continued in maintaining fair prices. The Corporation will be hindered and delayed in making its

sales to the extent that nonmember growers sell at needlessly low prices and increase the speculative and unsettling element in the Boston market.

There is nothing surprising in the making of attacks on the protective tariff in the beginning of a national political campaign. Free traders find it too risky to advocate the policy they really believe in and so they vociferously urge that "the high protective rates should be lowered to facilitate our foreign trade."

In this cry the political opponents of protection are joined by financial interests having funds in foreign countries and wishing to have those countries ship more goods to the United States, even if American laborers and farmers should be injured. The advocates of lower duties dare not suggest any particular schedule or industry in which to reduce the amount of protection given in the Hawley-Smoot Act of 1930. They willingly would injure or destroy some American factories and agricultural producers to carry out their theories or recover foreign loans, but are too wily to say frankly how they would proceed. Election to office on the strength of general criticism would give power to remove protection from industries that may now be induced to vote for a change in the hope that their own protection would be continued while that of others would be removed.

In this discussion of tariffs some vital facts are overlooked or ignored by the critics. The decline in exports and imports is caused more by lower values than by actual amount of goods and materials shipped out of or into the United States. The world-wide economic depression was well along before the last tariff law was passed. The causes of the depression have reduced the buying power of countries purchasing from us. Our own people are not able or willing at present to purchase those luxuries and non-essentials which make up the large part of usual imports. These conditions are the result of forces greater and farther reaching than any tariff laws.

In urging "lower duties on things not produced here," these opponents of American industries and standards of living are not sincere. They seek to have voters believe that our laws place heavy import taxes on things not produced in this country. The fact is that 60 per cent of our imports are on the free list. The 40 per cent consist of materials that are grown or produced in a practical commercial way in the United States, but which cannot meet prices established by low foreign wages and living standards.

Our domestic and foreign commerce reached its highest point under the Fordney-McCumber Tariff Act

of 1922. The Hawley-Smoot Act of 1930 was not a new law. It was simply a readjustment of the former rates to make them accord with changes that had taken place since 1922. Some duties were raised, some lowered. The average rate on dutiable imports was raised from 38.48 per cent to 41.22 per cent. The total amount of collections from customs now amounts to 15 per cent of the foreign value of all imports.

There is high significance in the outcome of the recent move of eastern railroads to maintain dividends by the raising of their rates. The erroneously named "guarantee" clause of the transportation act contemplates that the Interstate Commerce Commission will establish freight and passenger rates at levels to permit carriers to earn $5\frac{3}{4}$ per cent on investment. The courts and the commission still are considering just how the basic investment figure shall be determined.

With the recent reductions in volume of business coming as a result of general conditions, officials of a group of eastern lines petitioned the Interstate Commerce Commission to initiate an investigation with a view to the raising of rates to a point that would insure dividends under present conditions. General investigations sometimes are carried on by the commission when it is recognized that broad rate adjustments are needed. The series of proceedings under the Hoch-Smith resolution were of this character. They were expected to establish some more general rules and principles of rate making in a way to permit the railroads to make a fair earning and at the same time bring rates more nearly into line with the cost of the service performed, and remove a great many old inequalities that were injurious to some sections.

The livestock freight rate case begun in 1927 was in this category and stockmen still are looking for a commission decision although the case was completed and taken under advisement for final action in October, 1929.

The recent petition of the carriers was denied by the commission. They still had the right to file a complaint that present rates are unreasonably low and obtain an investigation based on such complaint. They were wise enough to see that such action would now be unpopular and turned to other means.

The Interstate Commerce Commission was asked to be informally represented in a conference of railroad officials for the purpose of arranging reductions in numbers of trains operated as a means of adjusting expense to present income. This is a most healthful sign. It has long been known that, even under regulated rates, there is uneconomical competition in the running of an excessive number of passenger trains. In some instances four or five high class trains are run on different

lines at about the same time between large cities and carry between them a list of passengers that could well be served by one or two sets of the same kind of equipment. There has been a continued effort to saddle freight traffic with the losses suffered in diminishing passenger transportation. It now looks as though the correct remedy will be applied.

In their adoption of sensible economies only when forced to do so, our captains of transportation seem to be just about as human, and perhaps as fallible as the general run of individuals in other industries. It is encouraging to find this further example of fundamental and long deferred adjustment being realized as a result of this period of economic adversity.

An Unfortunate Situation

AT a time when foreign markets are steady and have, in fact, advanced over price levels prior to March; when the consumption of domestic wools is greater than it was a year ago; when, according to Fairchild's Analytical Bureau and the other textile authorities, the world's, as well as domestic, supplies of wool are not burdensome, in fact are below normal, and in the absence of any outstanding reason in the wool situation itself—it is extremely difficult from any reasonable point of view, except from one cause, to understand why domestic wools are selling so far below foreign parity as they are today.

The conclusion is inescapable that the domestic wool grower, in conjunction with the short-sighted dealer, is solely responsible for the present condition of the wool market.

We find that wools are selling at from 11 to 17 cents per clean pound below the level of foreign parity of those same wools, ranging from 13 cents below parity for Merino 64's to 17 cents below parity for low quarter-blood.

It is not so surprising to see some growers, forced by circumstances over which they have no control, sell their wool at cents a pound below the market, as it is to see dealers who are fully posted pursuing the same course and sacrificing their wools on a very small margin of profit, practically a brokerage, at times amounting to from one-half to one cent per pound above cost. This procedure on the part of growers and dealers sets up a vicious circle

which reaches even into the manufacturing situation. Manufacturers depend upon stabilized wool markets for profitable and certain business. When wools are slaughtered in price they, naturally, want to be in on the killing. Mills in turn then pass the lower prices on to the cutters-up and clothiers, who, in turn, come back for cheaper fabrics at the vital cost of the growers.

The National Wool Marketing Corporation has only one of two courses open to it, which it can pursue under such conditions. It must either first meet the growers' and dealers' competition, who are sacrificing their wools on this market, or second, it must hold its stocks of wool in hand until liquidation of these under-priced and cheap lots of wool in hand have gone into consumption, after which it can only hope to obtain full foreign parity price. The latter course presents serious difficulties, in that the Corporation's legitimate customers, the mills, naturally expect to buy wools currently at the same prices they can be secured elsewhere in a competitive market, grade for grade and quality for quality. If the Corporation refuses to sell at these levels it loses its legitimate customers. If the Corporation does sell then it is accused by the trade generally of "stabilizing wools at the bottom," as was stated by Mr. Bruce McPherson in the April issue of the National Association of Wool Manufacturers quarterly wool review. If, on the other hand, the Corporation holds these wools for sale on the legitimate basis of foreign parity values for comparable grades, plus the tariff, minus the difference in conversion

costs, its own short-sighted grower patrons set up the cry "What about our wool returns? Why doesn't the National Corporation sell more wool?"

A fair analysis of the present paradoxical situation will lead one to believe and say that the grower himself is primarily to blame for the present situation. He is throwing away from one-third to one-half the best tariff he has ever had. At a time when every dollar of income is vital toward preserving a badly shattered industry, he is sacrificing millions of dollars in the aggregate to ignorance of true marketing possibilities or through lack of faith in his product, which is not warranted by the facts, or through the short-sighted attitude of his bankers or creditors who may force him to sell on present Boston market levels, which are not in any sense a reflection of today's values of American wools in an American market.

The lesson drawn from this whole situation is perfectly plain. This is a consignment year. The grower does not have to wait for a rising market, his own selling policy determines the market.

If he has not sufficient faith in his own wool marketing organization, set up under the Farm Board, either locally or nationally, to sell wools through them, then he should secure as good an advance as he can from any good reliable wool house and ship his wool on consignment. In selling at the level of values which have been prevailing and are prevailing in the producing areas, he is not only slaughtering his own values but is establishing a false market far below real values for his fellow wool grower.

F. J. Hagenbarth.

Forest Service Policy on Game

FACTS regarding increases in numbers of game animals on national forests were presented in the May issue of the Wool Grower. Parts of the last annual report of Chief Forester Major R. Y. Stuart, relating to recreational and game uses of forest areas, also were printed. It was stated in the article that the full outline of the Forest Service plans and policy along these lines did not seem to be included in the official report from which the quoted passages were taken. Consequently a letter was addressed to the Chief of the Forest Service requesting a more detailed and official statement of the attitude of the Forest Service toward further increases in the number of game animals and the effect upon those dependent upon utilization of the forest grazing resources in the commercial production of livestock for human food.

The letter of the National Wool Growers Association and Major Stuart's reply are printed herewith:

To Major Stuart

April 23, 1931

Major R. Y. Stuart,
U. S. Forest Service,
Washington, D. C.

Dear Major Stuart:

Concern on the part of western stockmen appears to be increasing in regard to the game situation. This partly due to the apparent influence of sportsmen's organizations, and to such expressions from them as recently were printed in "Outdoor Life."

I have recently read your last annual report, especially the sections relating to recreation and game. I have noticed the statement at the top of page 48 of the report, and while you seem to foresee a difficult condition in respect to the numbers of game, I feel like suggesting that you perhaps do not fully recognize the seriousness of the situation and how soon it may become really acute. I, therefore, feel that a mutual service may be rendered by some further statement and expression from you at this time regarding your ideas, policies, and plans.

Of course, anyone in my position will be considered as not being impartial. I suggest, however, that in the matter of the development of recreational uses of forests,

there is considerable room for argument as to the best interpretation of doing the greatest good to the greatest number. In the case of game, however, and the present situation, it would seem that there is less room for debate. I say this because the increase in game animals that has taken place from 1924 to 1929 as presented in your report shows clearly that game is increasing much more rapidly than is the number of sportsmen and hunters depending upon it. With the general conditions of the country favorable to outdoor life and hunting as they were in those years, it would seem as though we might have almost reached the maximum demand from sportsmen for hunting in the western states, and that hunting could not be expected to keep down much greater increases in deer and elk during the next few years. In this connection it seems clear to my mind that nothing more can be expected in the way of economic advantage to communities in the vicinity of the national forests by further development of game resources.

Possibly you have reference to recreation more than game when, on page 44 of the report, you suggest that "these resources have assumed economic importance frequently ranking with, and in some cases, outranking other natural resources. The proper conservation and development of the recreation and game resources, therefore, is regarded as a distinct obligation by the Forest Service." Further study of the statistics presented in your report shows that between the years 1924 and 1929, there was an increase in deer and elk combined of 271,892, or 45 per cent. At the same time, the number of permitted horses and cattle declined 352,653, or 20 per cent. I recognize, of course, that some degree of the decline in cattle has been due to the transfer of cattle permits to sheep permits, but in the same period, the total increase in sheep is only the equivalent of about 65,000 cattle.

As suggested above, I would greatly appreciate any further explanation or statement you may wish to make in connection with this situation. I would also appreciate being informed as to whether or not the Forest Service considers that the control of game is entirely dependent upon state laws and state officials, or whether you have the legal power to reduce the number of game animals on national forest lands, if such is shown to be necessary in the interests of the conservation and use of other resources.

Assuring you of my desire to be constructive and helpful in this matter, and hoping for the favor of an early reply, I am

Yours very truly,

F. R. Marshall, Secretary.

From Major Stuart

May 5, 1931.

Mr. F. R. Marshall, Secretary
National Wool Growers Association,
Salt Lake City, Utah.

Dear Mr. Marshall:

Your letter of April 23 is received.

I appreciate that western stockmen might view with considerable alarm such expressions as those recently printed in "Outdoor Life." That article was read with considerable interest in this office. Of course anyone is entitled to place his own interpretation upon the statistics of the Forest Service, but it would appear that more reliable facts in regard to what actually happened might be sought from the Forest Service before the author of the article attempted to interpret the data. I am therefore glad to give you a more complete statement in regard to the question of livestock and game on the national forests than space would permit in my annual report.

At the present time domestic livestock—cattle, horses, sheep, and goats, are grazing about 83 million of the over 130 million acres of government land inside the national forests in the western states. While your statement that the numbers of livestock have declined 352,653 or 20 per cent since 1924 is approximately correct, it should be appreciated that over 60 per cent of this number declined during the years 1925 and 1926, which as you know represented the latter part of a program of adjustments necessary to meet overstocked conditions during the war period. Drought in certain sections previous to 1924 also entered into the reductions made during those two years. In view of these facts, perhaps a more accurate picture might be gained of the general trend in livestock on the national forests if we use the last five-year period, or from 1926 to 1930.

In 1926 we began a record of actual stock months grazed on the forests which had not previously been kept. Due to the interforest permits a certain duplication of numbers results in our data previous to 1926, which is eliminated by dealing with the actual stock months' use. Using the stock months as a basis for the past five-year period, a decline of the equivalent of 797,314 cow months has occurred, which is an actual decrease of about 5.6 per cent within the five-year period. Of this amount protective reductions during the period amounted to about 28 per cent. In addition thereto, in the interest of further protection and in accordance with the desires of the stockmen, the shortening of the grazing season during the five-year period amounted to about 57 per cent of the total

reduction. You will appreciate that the general drought condition during this period was largely responsible for these reductions. This leaves about 15 per cent of the reduction, which undoubtedly represents about the amount of surplus range secured through forfeitures and used further in the interest of protection. Of course within these reductions there may be some cases where the total reduction has been figured in the interest of both livestock and game, but it is believed the straight reduction for game purposes is inconsequential.

Now as to the question of game on the national forests. It is true that our estimates show a decided increase during the five-year period. This is due to several factors, among which may be mentioned better protection, reduction of predatory animals, and more reliable data on the number of game animals found on the forests. The general situation appears about as follows: Some 47 million acres on the national forests are not used by domestic livestock. This area consists of the heavily timbered tracts or inaccessible land and generally good game range. Some of the areas have only a small remnant of game animals, even with the present herds, which the areas are capable of supporting. On a limited number of areas used by both domestic livestock and game there are too many animals to maintain a proper balance; while some areas occupied by domestic animals might support an increase of game without disturbing the number of domestic livestock on the forest. We also have some areas where an adjustment in the number of livestock might be necessary more adequately to care for game. Such adjustments are being worked out gradually, and I feel with the least possible disturbance of other uses. These cases are being approached in a co-operative spirit with the interests involved, and each locality worked out carefully by investigation and determination of the facts. In all cases the extent to which wild life can be increased on the national forests is entirely dependent upon the available year-long food supply. This is a fact that is often overlooked by those who fail to see plenty of game on summer range of exceptional quality. If winter range is not available and equivalent in area and quality to summer range, it is apparent that no good but great harm both to livestock growers and game might result from a large increase in game population during favorable seasons. This would automatically result in reduction of livestock, followed by starvation of game animals during critical winter periods.

In all of this work the Forest Service is committed to a policy of proper balance between numbers of game animals and domestic livestock as determined by the adaptability of the range to the different classes of animals involved. Our desire is to secure the maximum production of domestic livestock and game animals con-

sistent with the continued productivity of the range. I appreciate that the various interests involved will have different views as to the extent to which the Forest Service should go in providing range for either class of animals.

The information we have of record shows very clearly that the recreational use on national forests has more than doubled during the past few years. It also indicates that the number of hunters on the national forests has more than doubled, and the number of animals killed increased proportionately. Under these circumstances it is not believed we would be safe in saying that the number of sportsmen had reached its maximum and that no greater number of game animals would be in demand than is indicated by what has happened during the past several years. In my judgment we may expect a still greater demand on national forests for all forms of recreation, which will be accompanied by an increase in the number of game animals killed. If the Forest Service and others with whom we cooperate can meet this demand by getting a greater resource of game animals on areas not fully stocked at the present time without undue interference with other uses, it would seem the desirable and right thing to do. On the other hand, on areas over stocked with domestic and game animals, adjustments are of course essential in the interest of all resources. In instances where it is clear that game animals are largely responsible for overstocking, then those herds should be reduced to the permanent capacity of the range. It therefore becomes a question of range management and the application of the best known principles in the regulation of numbers and other factors surrounding use.

With domestic livestock we have full authority to extend regulation when and where the circumstances justify. This is not entirely true with game animals since we are dependent upon state laws for regulation. There is no authority of law which will permit the Forest Service to regulate hunting, but we have full authority to remove animals which are causing injury to forest resources. In view of these facts satisfactory game and livestock administration depend to a large extent upon the sufficiency and application of state game laws. With a properly constituted, non-partisan fish and game commission with wide authority to adopt measures necessary to meet the needs of particular localities, and with the necessary continuity of administration, it is believed our difficulties can be effectively and efficiently met when and where they occur. Under these circumstances the Forest Service is anxious and willing to work out the proper cooperative plans between livestock and game interests and give full consideration to the requirements of each. It is for this purpose that the Service has been developing for the past few years definite management plans

for all localities on the national forests. These plans contemplate the development of the best practices in livestock and game management, and the correlation of various uses.

It is my judgment that the situation calls for calm consideration, a sympathetic understanding of all the factors involved, and the determined and cooperative action of all interests.

Sincerely yours,

R. Y. Stuart.

Deer Increases in 1930

THE report on fish and game in the national forests released by U. S. Forest Service on May 25 shows a total deer population in the national forests of 877,780. This is 75,321 or 9.3 per cent above the number reported by the Forest Service for 1929, which was printed in the article appearing in last month's Wool Grower under the title "Game and National Forest Grazing."

In reference to the deer situation this last report says:

Our statistics show that one species of deer or another is present on every national forest. Increases are so general that in some forests the supply of feed is insufficient to keep them well nourished during severe winters, and resultant overbrowsing has proved injurious to range and other resources. This is particularly true of the herd of mule deer on the Kaibab National Forest in northern Arizona. Under cooperative agreement with the state of Arizona, hunters have been permitted on the forest for the past several years, but as yet the forage and browse have not been restored to their original productivity. Last year 5,033 deer were killed by hunters on the Kaibab Forest, and it is estimated that over 1,900 were killed by predatory animals.

Early in June a further study of conditions on the ground is to be made by the Forest Service in cooperation with game experts representing ten organizations interested in game, as well as game authorities in the Bureau of Biological Survey and the National Park Service. Representatives of the national live stock associations will accompany the committee making the examination, which, among other things, will consider the relationship between deer browsing and cattle grazing on the area.

Future Trading in Wool Tops

TRADE in wool top futures was started on May 18 by the New York Wool Top Future Exchange, which is conducted by wool associates of the New York Cotton Exchange.

On that day wool tops for September delivery opened at 74.30 cents per pound and closed at the same figure. On May 22, the opening price was 74 cents, with a reported nominal close of 73.30 which was 60 points above the closing price on the day previous.

During the same week there was a decline equal to one-third of a cent per pound in wool top futures at Roubaix-Tourcoing, France, while at Antwerp, the decline amounted to one-quarter of a cent per pound.

Total transactions on the opening day amounted to 175,000 pounds and from 60,000 to 160,000 pounds per day during the remainder of the week.

The opening futures price was 5 cents under the spot market at the time and the claim is made by the operators in the Boston wool market that opportunity for contracting fall deliveries of tops at prices lower than now prevailing has had an unsettling effect in Boston on the prices for both wool and tops, and to some extent upon cloth prices.

The quoted prices for tops in these futures transactions are based on the "Wool Top Exchange Standard." This is a top made from average American 64's merino wool of average length and color, oil combed, and containing 3 per cent of oil.

Parties making deliveries on future contracts may depart from the standard in prescribed respects and degree, but buyers need not accept tops that are more than 8 per cent below standard. The settlement prices may be varied according to the departure from the standard of the top actually delivered. All tops delivered are to be inspected and appraised by official inspectors designated by the exchange. The maximum premium

for tops superior to the standard is 10 per cent.

In discussing this new style of trading and its probable and possible use the Commercial Bulletin (Boston) said:

"It is expected that growers will utilize the exchange to protect themselves against anticipated price declines occurring before their clips are ready for market, that wool dealers will use it to protect themselves against advances before they have covered forward commitments or against declines before they have disposed of their holdings, and that wool combers, spinners and weavers will use it to protect themselves against advances before they have covered their needs of wool, tops, or yarns, or against declines before they have disposed of their holdings of the raw material, semi-manufactured products, or finished products. Those who are interested in the exchange anticipate that it will give to wool, tops, and yarns a greater liquidity than they have ever had, and accordingly it will enable those engaged in the trade to avoid risks which heretofore have been accepted as inescapable.

Cases of Stock Yards Charges

PROCEEDINGS are under way in respect to present rates of yardage charges at the public stock yards at St. Joseph, Denver, St. Louis, Kansas City, and Omaha. These proceedings were all initiated in the name of the Secretary of Agriculture under the provisions of the Packers and Stockyards Act of 1921 and are being conducted by the Packers and Stockyards Division of the Bureau of Animal Industry in the United States Department of Agriculture.

Hearings were completed last fall in the St. Louis case. The final oral arguments were made before the

Secretary of Agriculture on April 28, and a decision and order should be announced within a few weeks. Hearings were held in the Kansas City and Denver cases, but no decision has been announced by the Secretary of Agriculture. Hearings on the charges of the Omaha stock yards are set for September 15.

A temporary order has been granted to defendants in the recent case of the St. Louis commission firms who were ordered to be suspended from doing business in the yards because of having boycotted the National Order Buying Company, a subsidiary of the National Live Stock Marketing Association.

The federal courts will now review the case and perhaps take fresh testimony before deciding as to whether or not the order shall be made permanent. This is likely to occupy several months and when the decision is handed down it is almost certain that the case will be taken to the U. S. Supreme Court.

The Secretary of the National Association is testifying for livestock shippers in a hearing on commission charges now being held at St. Joseph.

Range Research Conference

A CONFERENCE of Forest Service and other experts interested in the study of range use and protection is announced to be held August 17-20 near Ephraim, Utah, at the headquarters of the Great Basin Branch of the Intermountain Forest and Range Experiment Station.

The meeting is sponsored by the Ecological Society of America. The committee in charge of arrangements includes: C. L. Forsling, U. S. Forest Service, chairman; W. Y. McGinniss, University of Arizona, secretary; H. C. Hanson and Walter P. Taylor.

Topics assigned for consideration include: Methods of studying forage production and yield; methods of studying interrelation of grazing and erosion; methods of studying animal life, including livestock, rodents, and big game.

Sheepmen's Calendar

Arizona Wool Growers Convention,
Flagstaff—July 14-15.
Utah Wool Growers Mid-Summer
Meeting, American Fork—July 21.
Colorado Wool Growers Convention,
Durango—July 23-24.
Texas Sheep and Goat Raisers Con-
vention, San Angelo—July 28-31.
Wyoming Wool Growers Convention,
Rawlins—August 6-8.
National Ram Sale, Salt Lake City,
Utah—August 24-27.

The Big Meat Parades

SPECTACULAR livestock parades are to be used to arouse the American public to the fact that meat prices are now down. This program was decided upon at a conference of livestock interests called by the National Live Stock and Meat Board on June 4 in Chicago.

The first of these big parades is announced for Chicago on June 18. Cows, pigs, and sheep are to be herded down Michigan Boulevard by cowboys and butchers, with banners of "Meat Prices are Down" and all the necessary accessories to make it a real gala event. Similar parades will follow in other large cities.

The Chicago conference was attended by 250 bankers, packers, commission men and producers. All were agreed that consumers were not taking advantage of the present low prices of meats and should be interested in doing so. It was also brought out that some hotel and restaurant men were not offering meat cuts at prices corresponding to the present general price levels, and effort is to be exerted to have reductions made in the meats offered in all eating houses.

Pasture Charges Reduced at Illinois Feed Stations

A CHARGE of 3 cents per head per day for pasturing lambs for the first three days was announced by the railroad feeding stations in the vicinity of Chicago. This will apply during this season at all stations where lambs are fed before going into the Chicago stock yards. After the first three days the charge will be 2 cents per head daily.

In 1929 and previously this charge was 4 cents per head. Last season the managers of the stations located in Illinois put in the rate of 3 cents which is being continued this year.

The charges at Valley and Fremont, Nebraska, are still 4 cents, which has been the rate during the past six years.

Sixteenth Annual Ram Sale

August 24-25-26-27



Union
Stock
Yards



Salt Lake City, Utah

Under Management of

The National Wool Growers Association

THE NATIONAL RAM SALE is an established institution. It will be held at the usual dates this year as a continuation of service to the sheep industry by the National Wool Growers Association.

THE LEADING SHEEP BREEDERS whose rams have made this sale famous will have their customary numbers and high quality of rams on hand for the inspection and appraisal of all who attend.

ONLY AT THE NATIONAL RAM SALE is the opportunity offered to examine such a large representation of the best to be had in stud and range rams of all the prominent breeds. Marked progress has been made through the holding of this sale in producing greater and more uniform excellence in the leading ram producing flocks of the country. This year's offerings will show real improvement over those of last year.

1000 Rambouillets

700 Hampshires

300 Crossbreds

400 Suffolks, Corriedales, Columbias,

Lincolns and Panamas

The Spring Rainfall Record

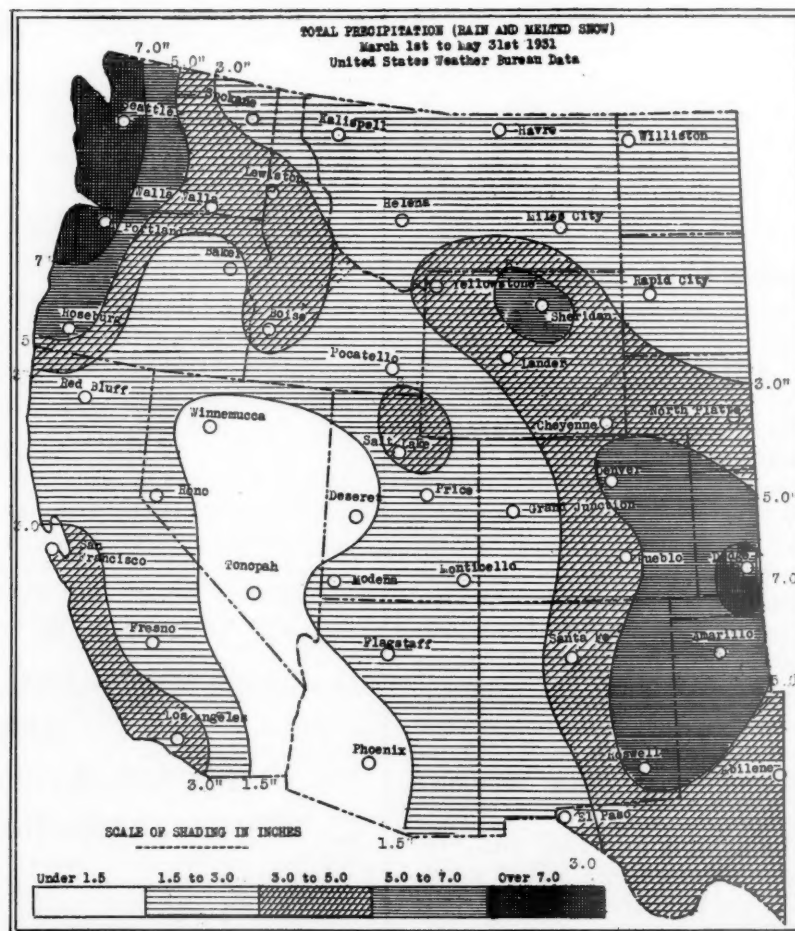
Excess and Deficiency of Moisture at Various Points

Precipitation on Western Livestock Ranges during March, April and May, 1931, with departures from normal, for 3 months and 6 months.

	Total Amount	Three Months' Excess or Deficiency	Six Months' Excess or Deficiency
WASHINGTON			
Seattle	7.64	+0.34	-5.44
Spokane	2.31	-1.44	-4.44
Walla Walla	4.73	0	-2.63
OREGON			
Portland	11.61	+2.64	-6.18
Baker City	2.80	-0.94	-3.06
Roseburg	5.51	-1.97	-9.91
CALIFORNIA			
Red Bluff	1.62	-4.46	-8.22
San Francisco	3.09	-2.46	-7.22
Fresno	2.56	-0.41	-1.73
Los Angeles	3.54	-0.73	+0.92
NEVADA			
Winnemucca	0.71	-1.97	-4.33
Reno	2.15	+0.24	-2.31
Tonopah	1.01	-0.53	-1.26
ARIZONA			
Phoenix	0.47	-0.83	+0.33
Flagstaff	2.11	-2.86	-7.57
NEW MEXICO			
Santa Fe	3.62	+0.56	-0.56
Roswell	5.62	+2.90	+2.94
TEXAS			
Amarillo	6.37	+1.04	+1.63
Abilene	4.41	-3.55	-0.07
El Paso	2.68	+1.73	+2.49
MONTANA			
Helena	1.66	-2.54	-4.62
Kalispell	1.70	-1.51	-4.47
Havre	1.71	-1.83	-2.82
Miles City	1.38	-2.84	-3.79
Williston	1.53	-2.42	-3.65
IDAHO			
Lewiston	4.96	+1.14	-0.51
Pocatello	2.05	-2.21	-3.92
Boise	3.28	-0.68	-3.16
UTAH			
Deseret	1.11	-1.77	-2.82
Logan	4.24	-1.54	-4.50
Price	1.39	-0.86	-2.65
Salt Lake	3.56	-2.39	-4.77
Modena	1.85	-0.86	-2.04
Monticello	2.23	-1.87	-5.29
WYOMING			
Yellowstone	3.36	-2.03	-5.82
Sheridan	6.41	+0.68	-0.56
Lander	4.87	-0.64	-1.64
Cheyenne	4.45	-0.99	-1.58
Rapid City	2.57	-3.99	-4.87
N. Platte, Neb	3.53	-2.17	-2.66
COLORADO			
Denver	6.68	+1.75	+1.82
Pueblo	4.01	+0.51	+0.59
Grand J'ction	2.41	+0.01	-0.78
Dodge City	7.07	+2.77	+2.25

The Drought Continues

THE drought continues throughout the West, thirty of the forty-four reporting stations having deficiencies in the past three months, and thirty-six of them showing deficiencies for the past six months. Being the springtime when winter moisture combines with spring showers to maintain forage growth and livestock moisture, conditions are not yet bad anywhere, and livestock in the main are in satisfactory shape. But most of the streams will be shortlived this season, for the ground water tables are quite low after this prolonged drought. Los Angeles, Phoenix, Roswell and western Texas points have had slight or generous excesses of precipitation in the past six months, but only the New Mexico and western Texas areas made these gains during the last three months when most needed. Northward in Kansas and eastern Colorado, and locally in eastern Wyoming, the spring months brought nice precipitation also, so that these areas share with the country farther south in comparatively good moisture conditions at present. But the rest of the western grazing states are in a rather poor way for moisture this season. Northern California and western parts of Oregon and Washington show great deficiencies, but as these areas get a heavy precipitation normally the conditions are not so bad by comparison as in many of the interior sections, such as in Utah, Nevada, Idaho, Montana, most of Wyoming, northern Arizona, and eastern parts of Oregon and Washington.



Around the Range Country

Wyoming

Cool weather, with frosty nights, was hard on alfalfa and induced a slow range forage growth. Rain was inadequate through the month, though a good shower over north-eastern portions at the close was helpful. Water was low, and soil moisture was quite deficient. The range, generally, is only fair, and livestock fair to good. The calf crop was reported good, and weather conditions have favored lambing and shearing.

Montana

Livestock are in only fair or good condition as a rule, as water has been very scarce and ranges have not done very well. Windy weather, frosty nights, abnormally warm days and other inclemencies were reported. Some livestock have undergone shrinkages during the month, but most of them have held their own. Lamb and sheep losses have been unusually heavy, but shearing and lambing are well along. Light scattered rains in the last few days have helped ranges.

Hardin

In this part of Montana we are still in the grip of the worst drought we have ever seen. It is a tough proposition to get feed and water for stock, and should it continue much longer, we will have to hunt other pastures.

G. F. Corwin.

Wilsall

Range feed was short in May. There was no rain until the 20th,



The Sawtooth Forest, in southern Idaho, has embarked on a comprehensive water-development program which is expected to help considerably in securing better use of forest ranges.

Long trails to water, especially in steep country, are hard on both sheep and forage, and, also, on certain allotments ranges are so isolated from natural watering places that they are not wholly usable. It is to help this situation that the Sawtooth, and other forests in this region, are digging out springs and installing troughs.

Mr. M. S. Benedict, forest supervisor at Hailey, Idaho, from whom the above photograph was received will be glad to furnish specifications to any grower interested in troughs of the type used in the Sawtooth Forest.

but since then we have had some very fine rains and the grass is very good now on the lower range and the mountain feed is excellent.

The percentage of lambs here to ewes is about the same as last year, but there were fewer ewes in this valley than a year ago.

No wool has been contracted here (June 2) as yet. The attitude toward the Corporation is all right, although very few took advantage of it in this locality last year.

All the sheepmen of this section are heartily in favor of the lamb program. The local meat markets are now handling lamb in a very attractive way which is producing greater numbers of sales.

F. W. McReynolds.

Oregon

Livestock are in satisfactory condition as a general rule, the weather having been favorable for shearing and lambing. Ranges have not been

especially good, due to cool nights and to insufficient water and soil moisture. Most of the first crop of alfalfa has been harvested in the southern portion, and clover haying is progressing in western valleys. Farm pastures need rain.

Idaho

Cool nights have held back the growth of pasture and range forage, and especially alfalfa; while windy weather depleted soil moisture supplies rather badly in the southern counties, but rains were more timely and abundant over

the panhandle section. However, both cattle and sheep have done well and are in good condition. A fairly good alfalfa crop is being harvested in northern counties.

Leadore

The weather has been 'cold and dry,' (May 28), and the feed conditions will not be very good unless we get some moisture.

In the early lambing, there was about the same percentage of lambs to ewes this year as there was last, but the late lambing will probably be 20 per cent short of an average year.

Fifteen cents has been paid for wool which graded from three-eighths to half-blood.

Most growers in this section belong to the National Wool Marketing Corporation.

The comment on organization efforts to increase lamb consumption is good, and there is also some increase in the sale and use of lamb here.

Bernard Allhands

Wayan

The weather here is dry and cold, and the feed is fair.

There is a larger percentage of lambs to ewes this year than there was last, with fewer ewes to be lambled.

Sheep shearers are paid 12 cents and board, and also receive board when they are at the plant but not working.

Emil Stoor.

Winsper

Although precipitation has been low, feed is excellent here.

The high percentage of lambs to ewes has been very noticeable.

About the same number of ewes were lambled as last year.

Fourteen and 15 cents has been offered here for wool, but none that I know of has been sold.

Most of the growers here think that through the National Wool Marketing Corporation is the only way to handle our wool. However, it will be a year or two before they all fall in line.

Personally I hope that all growers will get behind the organization efforts to increase the consumption of lamb.

David Bethune

Hagerman

At present (May 26) it is very cold, windy and dry here. We had fine lambing weather, however. The ewes were in good shape; there were lots of twins, plenty of milk, and very light losses. The range was good in March and early April, but since the middle of the latter month, it has been bad. The early lambs are good; made them on rented pastures.

The percentage of lambs was a little greater than last year, probably 10 per cent, from about the same number of ewes as were lambled last season.

Early shorn wools, grading three-eighths to half-blood and shrinking around 52 to 54 per cent, have been selling recently at 14 to 17½ cents.

Personally I am in favor of the National Wool Marketing Corporation, but some of my friends are

not. We are all of us, however, strong for the lamb promotion program.

Chas. W. Abbott.

Washington

More or less cool or cold weather and a decided lack of rain and soil moisture retarded the growth of pastures and ranges appreciably in most sections of the state. The driest parts are in the east-central counties. Some frost injury occurred. Generally, however, livestock are in fairly satisfactory condition, but would be benefited by rains and better pastures.

Hooper

The feed condition in the mountains is good. The weather continues to be drying (May 26).

There is a larger percentage of lambs to ewes this year than there was last, and about the same number of ewes were lambled.

Fourteen and a quarter to 16 cents has been paid for wool of fine grade and 63 to 67 per cent shrinkage.

Some of the wool growers in this section are for the National Wool Marketing Corporation, and some are indifferent.

The attitude toward organization efforts to increase lamb consumption is favorable, and the sale and use of lamb has increased due to the low prices.

McGregor Land & Live Stock Co.

Yakima

I just received the last publication of the Wool Grower and find it very interesting, especially as regarding the lamb feeding experiment and the various articles you have on the Co-op's marketing of wool.

There is a large lot of wool going out from this district. In fact, we are sending the Co-op nearly a half million pounds of our own wools without restrictions. We feel it is the right organization to handle it and if the sheepmen all stay with the Co-op as they should they will win out in the long run.

It is regrettable that a good many wools have been obtained in this

country at very low prices by dealers, and the wools have probably gone to the mills at very low prices, which helps to knock our market, and keeps it below the importing valuation.

Glad to see by the various articles that the campaign for "Eat More Lamb" is going on in good shape, and think it will bring splendid results. We surely have to increase consumption or reduce production, if we are going to get out of this slump.

Lambs have done splendidly in this country so far, but we are needing rain badly. We have had several very severe windstorms which are drying the lower ranges out; however, the mountain ranges are still in fine shape and we expect to have good feed this summer.

H. Stanley Coffin.

Nevada

Unusually warm weather prevailed, and ranges made a rapid growth as in most sections soil moisture has been ample. Showers were timely, though light, and more rain would help the lower ranges generally. Some of the alfalfa was held back by cool nights. Lambing and shearing are well along. Cattle and sheep are mostly in good condition. Irrigation water is ample for the present, but the supply will not last long.

Eureka

Feed here is fairly good, but the weather is windy, hot, and dry, and the water short.

There were more lambs to ewes this year than there were last, and about 10 per cent more ewes lambled.

Wool, shrinking from 60 to 65 per cent, has mostly sold at 15 to 16 cents.

Twelve and one-half cents is the rate paid for shearing, and includes board. The shearers also get board on the days they are at the plant but not working.

Perhaps half of the growers in this section are favorable toward the National Wool Marketing Corporation.

Organization efforts to increase the consumption of lamb have been

discussed very little in this section; there has been no increase in the sale and use of lamb in this locality.

Walter Handley.

Minden

The weather conditions have been very good, with plenty of rain.

There is about the same percentage of lambs to ewes as there was a year ago, and the same number of ewes were lambled.

Thirteen to 17 cents has been offered for wool.

The rate paid for shearing sheep in this section is from 10 to 12 cents, which includes board. The shearers also get board on days they are at the plant but not working.

In this section there is a general desire among the growers to sell their wool rather than consign it and wait.

The organization efforts to increase lamb consumption are all right and showing results.

H. F. Dangberg Live Stock Co.

Wells

The moisture here is below normal. Showers late in April kept the range grass growing and feed about normal, but the summer ranges will be poor unless there is more rain soon.

So far, the percentage of lambs to ewes is average and the number of ewes lambled about the same.

Ten cents and board is the rate paid sheep shearers, and that also includes board on days they are at the plant but not working.

A large percentage of the wool in this section will go to the National Corporation.

The feed in recent years on open government lands is below normal.

A. C. Almstead.

Utah

Livestock have continued in fair condition, with moderately good pasturage in the lower country. Cattle on the national forest ranges are doing better, as feed is better there. Shearing is well along, and sheep are slowly entering the mountain areas. Alfalfa was rather badly

frosted, and the crop will be short. A few scattered showers near the end of the month gave some range improvement; and rains were timely, though light through the month.

Beaver

The feed conditions are very poor. There was no rain until the 25th of this month, and the feed is too dry and water scarce.

Thirteen cents has been offered for wool in this section.

I think there is a favorable attitude toward the Wool Marketing Corporation.

The growers in this section are very favorable toward the organization efforts to increase lamb consumption.

Mrs. C. D. White.

Hurricane

Feed conditions are good here and we had one inch of rainfall the 25th and 26th.

This year there are 10 per cent more lambs to ewes than there were last year and also more ewes to be lambled.

Ten and one-half cents to 15 cents has been paid for wool grading fine and fine-medium with shrinkage of from 62 to 72 per cent.

THE notes on weather conditions appearing under the names of the various states are furnished by J. Cecil Alter of the U. S. Weather Bureau and based upon reports and publications of that bureau for the month of May.

The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and statements of occurrences of importance and significance to wool growers.

Eight to 10 cents is paid for sheep shearing. This includes one-half of the shearers' board, and their board when they are at the plant but not working.

This section is favorable toward selling wool through the cooperatives. The Corporation advances almost as much as buyers will give.

The opinion here toward organization efforts to increase lamb consumption is favorable, but the men do not subscribe readily to the "Eat More Lamb" fund. There has been a recent increase in the sale and use of lamb here.

J. W. Imlay.

Colorado

This was a cool month, frost retarding the growth of vegetation, and injuring some alfalfa. Rains were moderate, and of little consequence, though some good showers over the eastern portion near the end of the month were helpful. Livestock are mostly in good condition, and are generally moving toward the higher ranges, where pasturage is fairly good. Shearing is becoming general, being well along in places.

New Mexico

It was a cool month, with some local frosts which damaged alfalfa locally, but generally pastures and ranges were good, and livestock were doing well in practically all sections. There were few losses of livestock, and all thin stuff is improving. Water supplies are generally ample, though rain would help in a few sections.

California

Pastures, foothills and mountain ranges, and livestock generally are in fair to good condition, and mountain ranges were benefited by moderate showers, though the lower forage areas were harmed to a certain extent by showers on dry ranges. The movement of flocks and herds to summer ranges was completed early in the month.

(Continued to page 47)

De Luxe Meat Shop Minus Butcher Reported Popular

A NEW type of butcher shop, fashionable in appearance, with carpets on the floor, easy chairs, and tables with shaded lights, with the meat neatly displayed in colored boxes and covered with cellophane paper, is reported to have been opened in a large midwestern city. The meats are inspected, graded, cut, trimmed, weighed and packed at the packing house, thus necessitating only the shopkeeper's time of wrapping the meat selected by the customer. According to the report, in Nation's Business, meat sold in this shop is priced lower than that sold in regular butcher shops, and the service is proving popular.

The California Ram Sale

A YEARLING Hampshire stud ram consigned by Frank Brown & Sons, Carlton, Oregon, topped the eleventh annual California Ram Sale (Sacramento, June 1 and 2) at \$300. The purchaser was Hammond Ranch of Merrill, Oregon. Second high was a yearling Hampshire ram consigned by Thousand Springs Farm of Wendell, Idaho, which went to D. E. Kelliher, Eugene, Calif., for \$275.

A total of 988 rams, mostly Hampshires, Suffolks, Shropshires and crossbreds, sold at an average price of \$27.30. Last year the average of the sale was \$39; in 1929, \$49; and in 1928, \$56.

Hampshire stud rams averaged \$72; range rams, \$26.50. The average on Shropshire stud rams was \$45 and range rams of this breed averaged \$19.30. Thirty-nine dollars was the average for Suffolk studs and \$38.92 that for range rams. Suffolk crossbreds averaged \$24, and Romeldales, \$23.46.

There was a larger attendance of buyers at the sale than ever before, but little demand was in evidence for any but black-faced sheep.

With Oregon Sheepmen

ACTIVE buying of wool throughout Oregon, continuation of the drought which is assuming serious aspects in central and south central portions of the state, and the marketing of farm flock lambs in increased volume were the principal happenings in May among Oregon wool growers.

At Heppner on May 20 about a half million pounds of wool was sold at prices ranging from 10 to 15 cents, price varying according to quality and the per cent of sand.

At the Condon sale on May 28, the E. J. Burke Company was the heaviest buyer, taking around 350,000 pounds of the 450,000 pounds sold. Prices at this sale ranged from 11 to 14½ cents. Of the wool offered, some 200,000 pounds was withdrawn. Careful estimates of those best informed indicate that 80 per cent of the 1931 Oregon clip has now been sold either through the cooperatives or to private dealers and is out of the growers' hands.

The first shipment of lambs by the Union-Baker County Lamb Pool and the Wallowa County Lamb Pool rolled east during the last of the month. The quality was said to be unusually high; lambs, having been creep fed on grain, carried high finish and were uniform. Final returns have not yet been reported.

Continued drought with cold winds in central Oregon has caused the water shortage to become a more serious and acute problem to stockmen. This section has felt the drought particularly acutely, its effects are being felt over the entire state. Not only is the grass on the range showing signs of suffering in many sections but the wheat crop throughout the eastern Oregon territory has already been seriously injured. In many sections where natural run off is depended upon for irrigation, hay crops are bound to be light. In spite of the continued dry weather,

reports generally indicate that grass up to now has been very satisfactory but that serious burning is now apparent. Only a good rain can prevent a serious situation. In Crook County, for instance, very little hay is reported carried over and because of the water shortage, stockmen are beginning to reduce the size of their holdings of both cattle and sheep.

W. L. Teutsch.

Meat Propaganda on Pacific Coast

WAR on "health faddists, diet quacks, and meat substitutes" has been declared by the Pacific Live Stock and Meat Institute. At mass meetings held in San Francisco and Oakland late in March, attended by representatives of cattle and sheep raisers, packers, wholesalers, jobbers, and retailers, the gage of battle was thrown down to the foes of meat. A campaign fund of \$40,000 was pledged, to be spent in the San Francisco Bay district in combating these influences and generally endeavoring to secure a greater consumption of meat.

The Meat Institute, organized a short time ago, is composed of representatives of the various branches of the meat industry in northern California. F. M. Kleppe is president and Frank J. Harrigan secretary-manager. Producers are represented by E. F. Forbes, president of the California Cattlemen's Association and the Western Cattle Marketing Association; Earl D. Schlaman, secretary of these organizations; and W. P. Wing, secretary of the California Wool Growers Association. The institute is financed by yearly membership, fees being based on the amount of business done by each firm or corporation. The plan of operation is patterned after that of the National Live Stock and Meat Board and the Los Angeles Meat Council, embracing meat demonstrations before schools and colleges, advertising in the metropolitan newspapers, the use of bill-boards and the radio, etc., in spreading the knowledge of meat.

Meeting of the National Lamb Committee

THE lamb committee of the National Wool Growers Association was called to meet in Salt Lake City on May 15. This committee was arranged for by action of the Executive Committee at the Colorado Springs convention last December to supervise expenditures of the lamb promotion fund.

As originally set up in the report of the Executive Committee, the lamb committee was to consist of the President and Secretary of the National Wool Growers Association and three men appointed by the President upon the recommendation of the executive committeemen of the various states. In order to obtain complete representation, however, it was enlarged to include one member from each of the twelve affiliated state organizations.

When the first session of the meeting convened at 10 A. M., the morning of the 15th, President Hagenbarth was in the chair, and Secretary Marshall, S. W. McClure from Idaho, M. E. Stebbins from Montana, W. A. Holt from Oregon, E. S. Mayer from Texas, and J. A. Hooper from Utah of the committee were present. Mr. R. C. Pollock of the National Live Stock and Meat Board, Mr. E. M. Racey of Tracy-Locke-Dawson, Texas, and President George E. Collard and

Messrs. J. B. White and Henry Moss of Utah Wool Growers Association also sat with the committee.

The expectation had been that by this time there would have been a sufficient portion of the \$125,000 fund for the National Association, which includes \$100,000 for lamb work, in sight to permit the laying out of a very definite program for

increasing the use of lamb. While this hope was not realized, the conviction of all those present was greatly strengthened that, despite the bad times, a worth-while start on the lamb project could be made this year. Realization, of course, was not lacking that the time is not the best for raising funds and that the undertaking is a new and big one, but combined with it was the knowledge that hard work, determination, and steadfastness put such programs over, and in such respects sheepmen have never been found wanting.

At the conclusion of some twelve hours' deliberation which ended at noon Saturday, the 16th, the committee was agreed that the first monies available to the National Wool Growers Association for lamb work should be used for continuation and expansion of the demonstration and educational work that has been conducted during the last four years in cooperation with the National Live Stock and Meat Board; that the services of Mr. Racey should be employed as required in states not yet organized for the lamb program during the next three or four months; and that through Tracy-Locke-Dawson some preliminary steps should be taken and some work done to form a basis and plan for the enlargement of the lamb promotion campaign

Lamb Advertising Pays

OF course prices are not as high as the selling side desired, but of all branches of business in the United States sheepmen, in the face of general depression, fared the best. The producers and their leaders can take a great deal of credit to themselves for this favorable showing. They let people know they had something worth while to sell, and they sold it.

C. M. Pipkin.

THE feeders are well satisfied with the lamb campaign this winter. We think if we had not contributed money to the National Live Stock and Meat Board for advertising, prices would have been considerably lower. We urge growers to continue their advertising by all means this coming summer and fall, as we expect to go ahead again next January.

H. W. Farr, President
Colorado-Nebraska Lamb
Feeders Association.

ONE thing favorable to the sheep industry is the consumption, which for the past year was the greatest in history. This increase in consumption was brought about largely by low prices and the extensive advertising campaign carried on throughout the East for the past four years by the National Wool Growers Association and the Colorado-Nebraska Lamb Feeders Association. This is excellent work and should be continued.

John Clay & Co.

THE only explanation for the fair prices for lamb under existing conditions is that the "Eat More Lamb" campaign has been carried forward to a point where it means a lot to sheep raisers; but there is plenty that yet can be done.

Lindley-Cahow Company.

later this year or as soon as the major portion of the amount budgeted shall be available. The details of future activities in connection with the five-year lamb program will be considered further by the National executive committee and the lamb committee at the time of the ram sale. In the meantime a series of district and county organization meetings will be held in Oregon from about June 20 to July 14 and in Colorado from July 23 to August 20. At all of these meetings, Mr. Racey will present the lamb advertising program, its objectives and hoped for accomplishments.

Arizona was not represented at the meeting, but Secretary Embach of the wool growers' association there wrote that he was hopeful that their quota would be raised at their annual convention at Flagstaff, July 14-15.

Secretary Wing, California's member on the lamb committee, was unable to be present, but sent a report of the status of the work there. The wool growers' association in California is handling this program under a Lamb Marketing Committee, composed of 10 members. From February 25 meetings have been held to acquaint the sheepmen with the proposed plan and enlist their support. No money was asked for and no pledges were signed at the local gatherings, such procedure being though inadvisable by the California Association. Due to this and the very severe drought, receipts for the lamb program have not been coming in as fast as was anticipated. However, Secretary Wing's letter stated: "We are receiving old memberships and new memberships almost every day so we will have additional funds available from time to time. * * * We feel that Mr. Racey's work has been all important and will be cumulative in its effect; that it has not been money wasted, but will work for the good of the state and national associations in the years to come. Due to his most excellent work, for the first time, many wool growers have realized just what the lamb advertising campaign means and how it functions."

A payment of \$8,000 on Montana's quota by July 1 was assured by Secretary Stebbins. His resume (appearing in detail at the close of this report) of the intensive organization campaign carried on in that state during April and May was most encouraging. Five hundred thirty-one members, 296 of whom were new, signed pledges to cover about half of the Montana quota, and follow-up work is now under way to obtain the balance.

Colorado had previously sent in to the National Association offices a check for \$1000 to apply on its quota and wired: "Regret Colorado not represented, but we favor plan as already outlined and with possible aid Mr. Racey expect put on vigorous campaign in August, following state convention before lambs begin moving." The Colorado convention is set for July 23-24 at Durango and plans are being made for the preliminary work so that the organization campaign can be put on immediately after their annual meeting.

Mr. S. W. McClure said that Idaho would go as far as any of the states in paying her full quota. An initial payment of \$3,000 has already been made by the Idaho organization. It is not yet definitely decided whether or not an intensive campaign for collecting the balance of the fund will be necessary.

No report came from New Mexico. In that state, it was pointed out by President Hagenbarth, some of the largest sheep owners also operate big feeding plants and have been contributing to the work through the feeders' organization. The New Mexico legislature supports the wool growers' association in the making of collections in connection with the sanitary inspection fees, and the state this year will in all probability be in a position to contribute its full quota to the national budget.

Secretary Holt of Oregon stated that they expected to pay their full quota. Plans were under way, he said, to hold a series of county meetings, commencing the latter part of June, at which they hoped, with the

assistance of Mr. Racey, to get the full support of all the sheepmen.

The Texas situation was presented by Mr. Mayer. This was the first state to put on the organization work. Meetings were held there last fall and five-year pledges totaling \$83,628.60, or something over \$16,000 a year were secured. Of the first year's amount \$8,000 had been received and the balance falls due on June 1. Many of the growers have authorized their bankers to honor the drafts made against them under the pledges they signed and at least 80 per cent of the amount due on June 1 is expected to be received. Texas has paid \$4,000 on its quota up to the present time. Follow-up work is also under way there.

Mr. Hooper presented a check for \$1,000 to apply on the Utah allotment and said that some work had already been done in stimulating the interest of the sheepmen in the project in various localities and that more was to be done in the immediate future. President Collard expressed the opinion that even in the face of adverse conditions, the Utah sheepmen would endeavor to the best of their ability to carry their share of the financial support necessary for the lamb program.

At the conclusion of the state reports, Mr. Pollock told of the lamb demonstration work conducted by the National Live Stock and Meat Board with money furnished by the National Wool Growers Association and the feeders' organization since 1927.

From the inception of the lamb program down to the present time 250 lamb cutting demonstrations have been given in 172 cities having a total population of 37,200,865 (about 30 per cent of the entire population of the United States) grouped into 8,781,670 families. Through the work in these cities, opportunity was presented for contact with 30,523 shops dealing exclusively in meats, 104,356 independent groceries and 19,829 chain grocers, and 45,545 restaurants.

The demonstrations, too, have been presented to others outside of the packing and retail meat in-

dustries. It was at first thought that to this group alone would the demonstrations be valuable, but developments brought out the importance of giving them to women's clubs, high school and university students, newspaper cooking schools, and service clubs.

Of particular interest was Mr. Pollock's discussion of the growth of interest and enthusiasm for this lamb program in the agricultural colleges. "The program," Mr. Pollock said, "has been of such a nature that it has been possible to train the meats men in the various institutions so that they are now in a position to actually conduct lamb cutting demonstrations. There are now nine men doing demonstration work in their respective states, and on several occasions some of them have been sent to adjoining states to conduct demonstrations. The importance of this can readily be seen."

The large amount of publicity that lamb has received through the campaign was also brought out by Mr. Pollock. The newspapers and radio stations have been used to excellent advantage in telling the story of lamb, according to Mr. Pollock. The newspapers have used a large amount of material prepared by their own men covering the lamb demonstrations and have also given space to copy prepared by the Meat Board. Illustrations were also given of the various kinds of literature prepared by the Board for the lamb work.

Mr. Pollock expressed the willingness of the National Live Stock and Meat Board to continue its cooperation with the lamb raisers and feeders in their special program.

The services offered by the Pacific Railways Advertising Company, which handles all the street car advertising space in the United States, were discussed by Mr. Woolley, its Salt Lake representative.

Mr. Marion Nelson of the L. S. Gilham Advertising Company of Salt Lake City, also presented the facilities of his firm for advertising lamb.

Tracy-Locke-Dawson, Inc., of Dallas, Texas, who have given many

A Seasonal Lamb Advertisement



Roast Shoulder of Lamb, by Mildred Madlocks Bentley, Director of Delinator Home Institute. Given on one of Swift's new lamb recipe cards. See coupon below.

ECONOMY with no loss of enticing flavor; meat dishes that will lower the monthly bills but not the family's enthusiasm at dinner time—that's the kind of magic housewives dream of.

And it's perfectly possible magic after all, as you will find when you send for Swift's new lamb recipe cards.

These cards tell you how to prepare the less familiar, less expensive cuts of lamb; how to gain welcome variety for your menus with a big saving in cost.

Recipes by seven experts

More than a million women have sent for the series of meat recipe cards offered by Swift & Company.

This year's recipes we think are even more helpful and interesting than those previously offered, for they are the favorite recipes of seven leading food authorities! These women—household editors of great magazines—have each contributed a recipe for an inexpensive cut of lamb.

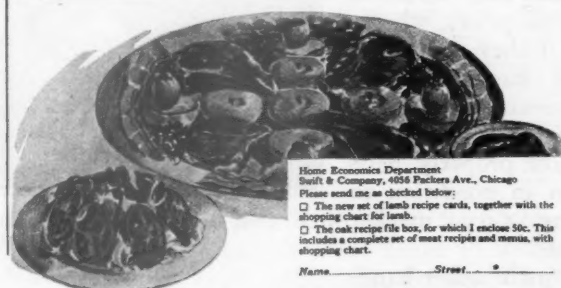
Here, printed on these cards, you will find recipes by women whose names are probably as familiar to you as your own. They are Alice Bradley, Cooking Editor of the Woman's Home Companion; Sarah Field Splint, Director of McCall's Department of Foods and Household Management; Caroline B. King, Woman's Editor of the Country Gentleman; Mildred Madlocks Bentley, Director of Delinator Home Institute; Violet M. Bell, Food Specialist for the Ladies' Home Journal; Nell Howard Enloe, Editor of the Home

Lamb Shoulder Chop Grill—the recipe, by Nell Howard Enloe, Editor of the Home Economics Department of Swift & Company. Given on one of Swift's new lamb recipe cards.

*Economy, Variety,
Fine flavor*
in your menus by
using the less expensive
cuts of lamb

To help you Swift offers
a new series of recipe cards

Free



Home Economics Department
Swift & Company, 4036 Packer Ave., Chicago

Please send me as checked below:

☐ The new set of lamb recipe cards, together with the shopping chart for lamb.

☐ The oak recipe file box, for which I enclose 50c. This includes a complete set of meat recipes and menus, with shopping chart.

Name _____ Street _____
City _____ State _____

A reproduction of a Full Page Advertisement of Swift & Company which appeared last July in women's magazines and other publications having a total circulation of 11,484,761.

valuable suggestions and real assistance through the services of their Mr. E. M. Racey, presented through him a very far-reaching and well rounded plan for handling the advertising program. This proposal included:

1. Continuance of fund raising activity.
 - (a) Among lamb producers.
 - (b) Among packers, lamb feeders, railroads, etc.
2. Close contact with growers who have already subscribed to the fund.
 - (a) Monthly articles in National Wool Grower.

- (b) Organization work in counties for increased consumption at home.
 - (c) Release through county organizations, of advertising material.
3. Preparation and insertion of publicity releases in newspapers, domestic science and women's magazines.
 4. Advertisements in hotel, restaurant and trade publications.
 5. Laying of immediate plans, looking forward to consumer advertising in metropolitan markets immediately upon securing sufficient funds.
 - (a) Market Survey.

(Continued to page 36)

Marketing Lambs by Grade

By J. W. BURCH

Secretary, Missouri Livestock Association

FOR several years Missouri has been working for the general improvement of the lamb crop raised within its boundaries. The plan called principally for the use of good sires, dams, and the docking and castrating of the lambs. The effectiveness of the work was being retarded, it was found, by the fact that the sheepmen have not fully realized what the market demands for fat lambs were. A great many good quality lambs have been sent to market before they were finished and at too light a weight. As a consequence they have sold at cull prices, whereas, if they had been held back two or three weeks and given additional feed, they would properly have been in condition to bring top market prices.

On the other hand, the men who marketed the right kind of lambs, those sired by pure-bred rams, and properly docked and castrated, grain fed and in excellent condition, complained because they received no reward for their care and work. The buyer in the country would pay just the same price for practically all kinds of lambs, giving no premium for really good lambs. In many cases where cooperative shipments were made, the good lambs would be put in with inferior lambs, and if the latter were barely good enough to get out of the cull class the entire load would sell together when they reached the terminal market. As a consequence the good lambs helped sell the inferior lambs. Money was taken out of the pocket of

the careful producer and put in the pocket of the man who did not take the trouble to improve his lambs. This naturally led to dissatisfaction and caused producers generally to conclude that there was nothing in the lamb improvement work, that they did not need a good ram and did not need to dock and castrate since their lambs brought the same

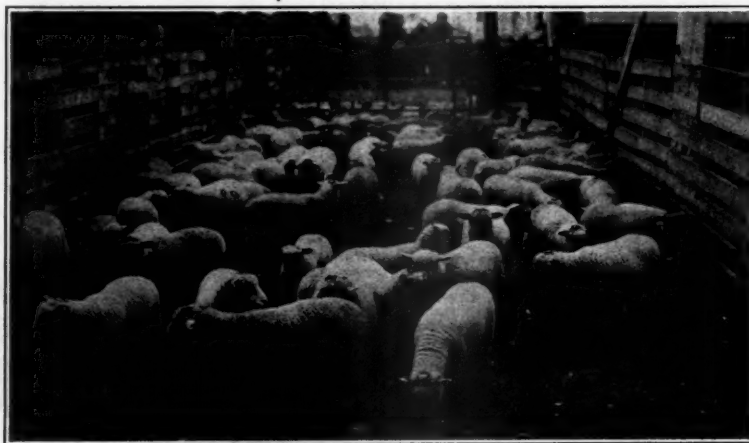
county agents, sheep salesmen, and packer buyers from the market, assisted by the shipping association managers and committees of local sheepmen. Before any lambs are graded each year a conference is held at the terminal market in St. Louis where the salesmen, packer buyers and extension men go over a considerable number of lambs and get together on the grades.

A market man or extension specialist assists with the first grading day at the point where the grading is to be done. After that it is usually left up to the county agent and local shipping association manager with a committee of leading sheepmen to handle the other grading days.

The lamb grading season extends from May 20 to July 1.

That period of marketing includes most of the early lambs produced in the state. It accentuates the point that is made in the Missouri Plan of Sheep Improvement that there is a place on the market particularly suited to the early spring lambs produced in Missouri. The fed lambs are out of the way and the bulk of the lambs produced in the corn belt have not started coming. It reduces the competition pretty largely to the latter part of the Kentucky and Tennessee run.

It is not thought advisable to grade any lambs after July 1, as the hot weather and stomach worm infestation make it impossible to find



First Grade of Missouri Lambs That Topped the Kansas City Market
By 75 Cents Per Hundred.

price per hundred as their neighbors'.

The above factors made it imperative that some plan be worked out that would give producers an opportunity to learn something of market classes and grades of fat lambs. As it was impossible for many of them to go with their small lots of lambs to the terminal market, it was necessary that this information be brought to them at their own shipping station. As a consequence the present plan of lamb grading, as carried out through the Extension Service of the Missouri College of Agriculture, was inaugurated in 1927.

The work is being handled in connection with livestock shipping associations, the actual grading being done by extension specialists,

lambs good enough to fill the two top grades.

The Classification Used

When the work was first started, four grades were used in classifying the lambs. The well finished ewe and wether lambs of choice quality were put into the select grade and marked with a blue ring on the head. The good, docked and castrated lambs were graded as standard fat lambs; these were given a red ring on the head. These red marked lambs were not so fat as the select grade but carried finish enough to sell at the top of the market. The fat buck lambs were marked with a yellow ring. The thin unthrifty ewe and wether lambs and the thin bucks were graded as culls and marked with a black ring. The thin ewe and wether lambs that were healthy were sent home for additional feeding. Commission firms were requested to sell the lambs according to grade.

After two years of trying out the grades as given above, it was deemed advisable to put in another grade to take care of the lambs not quite fat enough to go in the standard or red-marked grade and still carrying too much flesh to go as culls. As a consequence the medium grade has been established and has been found helpful. During the season of 1930 the medium lambs were marked with a green ring on the head.

The following table shows the results of three years of this lamb grading work:

SALES ON GRADED LAMBS IN 1928, 1929 AND 1930

No. grading days	Av. market top	Select Lambs Blue Mark		Standard Lambs Red Mark		Buck Lambs Yellow Mark		Medium Lambs Green Mark		Cull Lambs Black Mark	
		No.	Av. Price	No.	Av. Price	No.	Av. Price	No.	Av. Price	No.	Av. Price
1928	28	2138	16.95	3412	16.15	703	15.35			170	9.85
1929	63	968	15.80	6962	15.28	929	14.15			1290	10.25
1930	68	1115	12.40	7102	12.03	616	10.45	1828	9.70	716	6.60

A study of the table shows that in 1928 the select lambs from the graded shipment brought 85 cents per hundredweight on the average more than the top on other lambs on the days that the graded lambs were on the market, and the

standard lambs brought a nickel above the top. In 1929 the select lambs brought 88 cents per hundredweight above the top and the standard lambs 36 cents above the top. In 1930 the select lambs brought 65 cents per hundredweight above the top and the standard lambs 28 cents above the top. It is interesting to note that in 1928 about one-sixth of the lambs shipped in the graded shipment went as bucks and culls, leaving five-sixths of the group in round numbers to sell at a premium.

Justification of Packers' Premium

Some have raised the question as to whether or not the packers were justified in paying the premium of 50 cents to \$1.25 per hundred for the select and standard grades. Packers buy lambs pretty largely on the basis of dressing percentage. It is very difficult to get dressing percentage figures on lambs shipped in to the packers because they kill a great many lambs at one time and figure them all in and it is a good deal of trouble for them to keep lambs from one shipping point separate and furnish the dressing percentage on those particular lambs.

The available figures for the three years' grading work, however, indicate that select lambs dressed around 52 per cent and the standard lambs 50 per cent. The average run of top lambs marketed at the same time have been dressing from 49 per cent to 50 per cent. The packers ordinarily figure that on a \$15.00 market

49 to 50 per cent, the select lambs from the graded shipments would actually be worth from 70 cents to \$1.00 per hundredweight more than the average top lambs would be worth top market prices up to 35 per cent above the top. It is interesting to note that this is just about what the premium has been on the select and standard lambs.

Practicability of Grading at Shipping Points

That it is quite practical to grade lambs at the local shipping point is evidenced by the uniformity with which lambs graded at different shipping points by different men and sold by different commission firms will sell. On June 3, 1930, there were five graded shipments sold on the St. Louis market through two commission firms. The following table shows the shipping point, the number of lambs in the two top grades and the price obtained in each case:

Shipping Point	Select Blue-marked		Standard Red-marked	
	No.	Price	No.	Price
Paris	67	13.00	471	12.75
Madison	49	13.00	257	12.50
Bowling Green	55	12.75	140	12.50
Columbia	48	13.00	258	12.50
Ozark	25	13.00	54	12.75

It will be noted from this table that the select lambs all sold in the same notch exactly with the exception of the Bowling Green lambs that were only 25 cents out of line. The standard lambs also brought a very uniform price. One of the encouraging features about the grading work has been the confidence the packer buyers have shown in the grading done in the country. One load of lambs out of South Missouri was delayed in arriving at the market, but was bought by a packer buyer on the grades that the bill called for without the buyer seeing the lambs. Needless to say the packers will not continue to do this unless the standards set are closely adhered to.

The weights on the various grades of lambs vary somewhat but for the most part are rather uniform. The

1 per cent difference in dress would make around 35 per cent per hundredweight difference in the price of lambs on the hoof. In other words, with the average run of lambs for which they are paying the market top for dressing from

select lambs averaged from 78 to 85 pounds, the standard lambs have averaged from 72 to 77 pounds and the medium lambs have averaged from 65 to 72 pounds. There has been very little difference in the actual size between the select and standard lambs. The weight difference has been made by additional fat carried by the select lambs. Lambs that have gone into the select grade have been practically show lambs.

One of the problems of lamb grading work in the future is to get shipping managers and local committees to do their own grading and do it carefully and conscientiously and not try and get any lambs by in a grade in which they do not belong.

The Question of Shrink

There has been some criticism of lamb grading work by those who are opposed to it, on the ground that there is occasioned additional shrink due to the extra handling of the lambs. When the lambs are unloaded from the truck or wagon a small pen at the foot of the unloading chute holds them until they are graded and marked. Where this small pen is not available they are immediately put on the scales and graded and marked on the scales without any unnecessary running and sorting.

The records of the Columbia Shipping Association show more clearly what may be expected in the way of shrink:

SHRINKAGE ON LAMBS SHIPPED IN 1929

Sh'p ment	Date	Head	lbs. per cwt.	lbs. per head
Regular	May 23		5.48	
Graded	May 27	142	5.3	3.97
Regular	June 11	273	6.56	
Graded	June 18	502	6.93	5.20
Regular	June 25	429	7.39	
Av. of all shipped in April, May and June			7.06	5.29

SHRINKAGE ON LAMBS SHIPPED IN 1930

Reg. Ungraded	June 2	6.63	
Graded	June 3	5.19	3.89
Regular	June 4	7.23	
Av. of all shipped April, May and June			6.07 4.55

These figures do not indicate that the graded lambs shrink any more than the ungraded lambs in the process of marketing.

In sections of the state close to the market, where it is a practical thing for the producer to truck his lambs direct from his own farm to the market, the grading probably does not have a place, except for the fact that every producer should attend one of the earlier grading days and handle some of the lambs so that he will be in a position to sort up his own lambs in such a way that he will only send lambs to market with weight and finish enough to sell at the market top.

Educational Value of Work

Lamb grading has proven to be one of the most effective demonstrations used in connection with the Missouri Plan of Sheep Improvement. It has afforded an opportunity to show a community choice market lambs produced by following the other seven essentials of the Missouri plan in contrast with buck and cull lambs resulting from haphazard practice. It has been a prevailing condition at these grading days that the best lambs were those that had been docked, castrated, grain fed, sired by registered mutton rams, and out of thrifty ewes that had been bred early and properly fed and cared for. At most of the demonstrations, lambs of the various grades were selected and marked so that interested farmers could handle them, determine their finish, and fix firmly in their minds the requirements that constitute a choice market lamb. The practicability of this teaching is evidenced by the fact that a number of men, after watching the grading, handling the lambs and learning the difference between the various grades through questions, have then returned home, sorted their own lambs and brought in only those of select and standard grades.

Aside from assisting producers to determine the difference between top and cull lambs the grading has

helped to build a reputation for Missouri lambs at the terminal markets. It has established beyond question that Missouri's spring lambs of quality have no superiors. As the work grows and progresses, this reputation will, no doubt, spread to eastern markets and the increased demand thus resulting should reflect to the financial advantage of the lamb producers in the state.

Veteran Stockman Passes

MR. M. K. PARSONS, a notable figure in western livestock circles for the last half century, died at his home in Salt Lake City on May 2, at the age of 84 years.

For the past eight years Mr. Parsons had been president of the Salt Lake Union Stock Yards, which he had helped to found. He was a former director of Walker Bros. Bank, and took an active part in civic affairs up to within a short time prior to his death. His integrity of character and genial disposition drew many friends to him.

Mr. Parsons was born at Worthington, Mass., on June 24, 1847; attended school at Syracuse, New York, and then taught school for a short time in Ohio. After some farming experience in Iowa, he came west in 1887 and soon became a rising member of the livestock industry. Sheep raising in Utah, and cattle ranching at different times in Colorado and northwestern Utah engaged his attention; he also operated a commission firm through which many thousand head of cattle were bought and sold.

Mrs. Parsons and a son, E. C. Parsons, of Los Angeles, survive him.

New President for Salt Lake Stock Yards

MR. L. E. ELLISON, cashier of the First National Bank of Layton, Utah, has been appointed to succeed the late M. K. Parsons as president of the Salt Lake Union Stock Yards. Mr. Ellison is well known to stockmen in the intermountain country and is extensively interested in the livestock business.

Winners in the National Meat Story Contest



CHRISTINE LAUBACH
Northampton, Pa., National Champion

MISS CHRISTINE LAUBACH, a student in the high school at Northampton, Pa., was selected from a field of more than 13,000 girls as national champion and university scholarship winner in the eighth national meat story contest. Other winners of scholarships by virtue of their selection as district champions were: Miss Ethel Alpert, Cincinnati, O., central; Miss Mary Philmon, Gainesville, Ga., southern; Miss Edna Dato, Houston, Texas, western.

The contest is conducted annually as an educational project under the supervision of the National Live Stock and Meat Board and with the indorsement and support of the U. S. Department of Agriculture, state colleges, magazines, etc.

Miss Laubach first won highest honors among the contestants of eleven eastern states and the District of Columbia, which comprised one of the four districts into which the United States was divided. She later survived the competition among the four district champions for national honors. The title of her essay was "Cooking Meat."

The committee of judges was composed of Dr. Louise Stanley, chief of the Bureau of Home Economics, U. S. Department of Agriculture, chairman; Miss Frances Swain, director of household arts of the Chicago public schools and president of the American Home Economics Association; Miss Matilda Peters, acting chairman of the department of home economics, University of Nebraska; and Mrs. Caroline B. King, associate editor of *The Country Gentleman*.

The 1931 contest was said to be the most successful yet conducted. Home economics teachers in 694 high schools enrolled their classes for competition. This number was larger by more than 200 schools than the entry list of a year ago.

The essays covered all phases of the subject of meat such as production of meat animals; selection, preparation and cooking of meat; food value of meat and its place in the diet.

Prizes were awarded to contestants in every state of the union. In each of the four districts ten prizes were given to those submitting the best essays and state prizes were re-



EDNA DATO
Houston, Texas
Western District Champion

ceived by the girls who competed for but did not win district awards.

In the western district, the list of prize winners included: Edna Dato, Houston, Texas; Roberta Kincaid, Tolleson, Arizona; Katherine Buckley, Las Cruces, N. M.; Olive Mortensen, Preston, Idaho; Judith Franzen, Butte, Mont.; Stayton Holliday, Casper, Wyo.; Peggy Thompkins, Forest Grove, Ore.; LaVerne T. Glass, Las Cruces, N. M.; Barbara Tremel, Everett, Wash.; and De Ette Johnson, Forest Grove, Ore. Evelyn Ciabattari, Gilroy, Calif.; Ola Barnes, Limon, Colo.; and Dorothy Easter of Salt Lake City, Utah; won state prizes in the western territory.

Lamb Consumption in Montana Doubled

IN the West where the most lamb is produced the least lamb is used per person. The reason for this is that generally in the eastern states the large packers supply the local dealers with lamb, and when it is sold for lamb it is lamb. In the West generally the local meat dealer is dependent on what can be procured in his neighborhood. Sometimes it is sold for lamb and is lamb, and sometimes it is not lamb, but the lamb's maternal ancestor.

Because good lamb is the best meat there is and because of the present low prices, there is a disposition on the part of the public to eat more lamb. This commendable urge, however, is dampened when it develops that really authentic lamb cannot always be obtained at reasonable prices locally. That is substantially the situation in practically every western community and that is why the amount of lamb used in the West is smaller per person than elsewhere.

Generally, the local butcher is not interested in this particular variety of meat. Frequently, in the smaller towns, he has none at all on hand and if he has, the price he has on it is not in line with the price the grower gets. This isn't the butcher's fault. He is naturally running his business for his own interest and not for the person that has lamb to sell. If, however, he can be shown how to cut up the lamb to advantage so all parts can be sold profitably, and if local arrangements can be made so he can be supplied with fat lamb at reasonable prices, and if local demand can be stimulated, then it is to the butcher's interest to supply that demand, and if it is to his interest he will do it and not otherwise. This increase can only be brought about by local people taking an interest in the matter.

The plan of getting local people to help put on this campaign was

discussed at the state meeting of the Montana wool growers at Missoula on January 15 and a committee was appointed to go ahead and put the plan into effect. A letter was sent to some of the principal wool growers in each community in Montana, asking them to lend their cooperation and do their share towards bringing about this very-much-needed increase in the consumption of lamb. This plan is not only being pursued in Montana, but it is urged that it apply in all of the states west of the Missouri River.

Therefore, to help out on the general campaign and to help their own business, local wool growers were asked if they would be willing to act on a committee in their community for the purpose of proceeding as follows:

First: Ascertain by inquiry approximately how many lambs are being consumed now, monthly, in each community. To have a talk with the local meat dealer or dealers and explain to them that a campaign of national advertising is about to be inaugurated by the National Wool Growers, wherein considerable money will be spent and that a local campaign will be inaugurated to increase the use of lamb locally.

Second: Confer with the local meat dealer as to where best to get the necessary supply of fat lambs at fair prices, and if they can not be had locally, notify the state committee and it will undertake to make suggestions as to where they can be procured.

Third: After the committee is organized, to inform the committee at Helena who the local meat dealers are so the committee can send them charts with reference to the proper manner of cutting up the lamb so the heretofore so-called unsalable parts would be made palatable and salable, thus enabling the butcher to sell the higher priced cuts at attractive prices. Charts

showing all this are made available.

Fourth: As soon as the local committee is organized, to let the state committee know how many lamb menu booklets could be used in the community; get some publicity for the plan through the local papers; induce luncheon clubs to feature lamb, and if possible have someone make a talk on the subject and generally take the matter up with the Chamber of Commerce, domestic economy teachers, parent teachers' associations, women's clubs, and other organizations with a view to informing them and the public generally that lamb is a low priced, nutritious, palatable, wholesome and healthful food.

Fifth: By personal contact urge hotels, restaurants, etc., to use and feature lamb as a food.

Sixth: Check up monthly to ascertain what the increase in consumption has been.

The result of all this has been that although the plan has only been in operation now a few months it has resulted in more than doubling the use of lamb in Montana. As a matter of fact we rather overdid it because as a result of the campaign we succeeded in absorbing all of the 1930 crop of fat lambs in the state which left a hiatus between the 1930 crop and the 1931 crop. However, the 1931 lambs are just now beginning to come on the market and in another month there will be a plentiful supply.

The results already obtained are so astonishing we are hopeful that with the momentum we now have we can double the number again within another year.

The entire campaign has been very inexpensive, it having only cost a comparatively small amount of money for stenographic work and stamps.

The figures show that if the same results could be obtained in all these lamb producing states that have been obtained in Montana, some two million lambs would be absorbed which would have quite an effect on the whole lamb situation.

Lewis Penwell, Chairman
Local "Eat More Lamb"
Clubs of Montana.

WOOL MARKETS

Reported and Discussed by
The National Wool Marketing Corporation

+ + +

Directors of The Corporation

SOL MAYER, *President*, San Angelo, Texas

J. A. HOOPER, *Vice President*, Salt Lake City, Utah

J. B. WILSON, *Secretary-Manager*, Boston, Mass.

A. A. JOHNS, Prescott, Arizona
F. A. ELLENWOOD, Red Bluff, Cal.

K. W. CHALMERS, Garo, Colo.
W. S. LEE, Mountain Home, Idaho

M. E. STEBBINS, Helena, Mont.
F. W. LEE, San Mateo, N. M.

J. W. HOECH, The Dalles, Ore.
HORACE FAWCETT, Del Rio, Texas

L. W. ELLIOT, Sonora, Texas
C. C. BELCHER, Del Rio, Texas

J. H. LEMMON, Lemmon, S. D.
W. W. BILLINGS, Lansing, Mich.

+ + +

The Wool Situation

Statement by the National Wool Marketing Corporation

IF anyone ever has doubted that growers cannot set their own market during shearing time, the trend of prices at Boston the last of May should dispell that doubt. May closed with the market grades figuring in active trading averaging about 5 to 6 cents per pound, clean basis, below the quotations of six weeks before. There was no legitimate justification for this decline. In fact the consuming situation was showing such favorable signs and foreign importations were so negligible that price firmness should have been apparent. Yet the decline came. It can be charged entirely to the large number of low sales in the producing districts, which undermined the market.

As an example, take the sale of a sizable lot of Texas wool. This accumulation was given to dealers at 17 cents. This wool was of high quality and had a clean cost, Boston basis, of about \$1½ cents per pound. This wool is being sold at 55 cents per pound by the dealers who obtained it, in order to obtain quick turn-over of their money. On the basis of existing markets this wool ought to be worth at least 60 cents per pound. The National has been obtaining 60 cents all spring for wool of a similar quality. But it is difficult for the Cooperative to obtain this price when wool

of like character can be obtained elsewhere for five cents less.

Low sales have been reported quite generally during March. The problem has been acute, especially in the fleece wool states. The National has received the report that in many districts, bankers have been advising their wool grower clients to sell their wool for the best price they can obtain. This made it possible for dealers

to acquire many lots at one and a half or two cents above the advance of the Cooperative, which is not more than 80 per cent of the worth of the wool on existing markets. Purchases of this sort, coupled with the improvement in wool consumption, made it possible for the dealers to make a quick turn-over. It was this situation that made it desirable for the National, the Farm Board and Draper and Company to send out urgent telegraphic pleas the last of May that growers refrain from making these low sales and undermining the Boston market.

Genuine encouragement is found in the trend of wool consumption. At the present rate it is conservatively estimated that the mills will take between 450,000,000 and 500,000,000 pounds of wool this year. This will be substantially above the volume taken last year. This figure is for clothing and combing wools only. One large mill in the Boston district already has taken more domestic wool this year than it purchased during the entire year of 1930.

THE WOOL MARKET ON JUNE 8

General tone of wool market is easier for first week in June, but we look for generally soft market for entire month.

We have been selling in reasonably large volume, having had two days this week of one million pounds each.

Some encouragement the last few days because of upturn in stock market and slight rise in cotton, grain and wool futures.

Stock of fine and half-blood staple well cleaned up and mills are interested in new wools of these grades.

Much interest in Montana and Wyoming staples.

Last week National Corporation took order for fairly sizable quantity of Montana staple wools.

Fine staple brought 62½ cents; half-blood brought 55 to 57 and three-eighths, 49 to 51 cents.

Fine staple at 60½ is a shade above quotable market on Territory fine staple. New wools arriving in large volume.

Dealers reported very active again after brief lull. Growers should guard against low sales as they are cause of present soft market.

National Wool Marketing
Corporation.



SOL MAYER
President, San Angelo, Texas



J. A. HOOPER
Vice President, Salt Lake City, Utah



A. A. JOHNS
Prescott, Arizona

Volume of business in the New York goods trade is showing a steady increase. The forecasts are that the last six months of the year will show a further upward trend in good business. Buyers for retail stores throughout the country are making their trips to New York much earlier this year than before, due to the low stocks of finished goods on their shelves.

Because it did not want to meet the cut-throat competition developing the last of May, the National's sales have not been as heavy as for the two months previous. Sales have been about 1,000,000 pounds a week. Deliveries, however, have been about 2,000,000 pounds per week. This additional million pounds of deliveries represents wools sold earlier.

In its weekly market letter of May 23, the National said: "Manufacturers want to mark up goods prices and want the National to come out with a statement that wool is on the bottom and that we will not sell below the levels that represented the market of April first. How can we do this, unless the grower will fight for himself and make it impossible for the dealers to undermine the manufacturers' market with low offerings? Growers who offer their wool through dealers at low levels, help to depress the Boston market and establish it at a low point during shearing time."

The textile analytical bureaus continue optimistic, in spite of the softness of the Boston market. The statistical position of wool continues favorable, in this country and abroad, which makes the decline at Boston all the more out of reason. The Borsodi Analytical Bureau said May 23: "Present fine wool prices will seem exceedingly reasonable before the end of 1931."

What has been happening in the wool tops futures

market at New York also is having a temporary unfavorable psychological effect. In order to arouse interest in this new futures market, the Cotton Exchange, its sponsors, scaled opening prices down about 5 cents below the Boston spot market. There has not been enough real trading in tops futures to establish a market on a sound basis and the futures market still is below the Boston prices for tops. On May 26, for example, September top futures closed at 72.80 with October, November and December deliveries at 73. On the same day the top futures market scaled up its quotation on Boston spot prices from 78.40 to 79. This effort to arouse interest in tops futures trading has proven somewhat depressing to wool.

During the month the National has disposed of a considerable volume of tops at prices substantially above the figures which the tops futures market displays. Increased buying of tops by manufacturers has been one of the interesting developments of this season. Many mills have preferred to let their own topmaking equipment remain idle and purchase tops in the open market. It is believed by many that this practice will become more prevalent in the future as a means of reducing mill overhead.

Growers should not lose sight of the fact that everything points to better wool prices later in the year, regardless of what is now transpiring on the market. When prices are low at shearing time and higher later in the year it is the grower who belongs to a cooperative who profits. From all indications, the prices this fall will be higher than they are now, unless the volume of low sales continues to such an extent that it creates a saggy market for the rest of the year.

Corporation President in Boston

SOL MAYER, president of the National Wool Marketing Corporation, arrived in Boston, Monday, May 25, to spend several weeks studying the activities of the wool cooperative and the general wool situation. He will also spend some time in Washington, conferring with members of the Farm Board.

Mr. Mayer, who is regarded as one of the most successful sheep ranchers in Texas, if not the entire United States, is deeply interested in developing wool cooperative marketing to the greatest degree. After his stay in Boston he plans to do considerable work in the wool producing districts in the interest of the National Wool Marketing Corporation.

Statement by President Mayer

I am interesting myself in the National Wool Marketing Corporation, at considerable personal sacrifice of time, money and neglect of my own business, because I know that a permanent good will result to the wool growers of the United States.

Many obstacles must be overcome before anything big is accomplished. We are now confronted with such obstacles in our National Wool Marketing Corporation, but I am confident that the wool producers will rally and, through organized effort, conquer them.

I am in this wool cooperative movement as a business man to perform a business service for the wool grower. Daily, I am more confident of the success of the National Wool Marketing Corporation. My 1931 wool, which was appraised at 15 cents by my local unit of the National, could have been sold at home at 19

cents. The Cooperative received my wool because I believe in this movement and feel it is the best thing for the grower.

I believe that the National Wool Marketing Corporation offers great appeal to the wool grower who is sincerely interested in having his own marketing organization. He will disregard all that is being said and done to defeat his aims, and will stick through all of the turbulent days and give the organization, he has helped build, his support until it has had a fair trial.

After studying the wool market situation at Boston, I say with assurance that the National Wool Marketing Corporation has done everything it possibly could to stabilize the market and get full values for all wool is received. However, it cannot hold up the market when wool, which growers permit to pass into private hands, can be shipped to Boston to undersell the cooperative holdings. Our Boston market would be in far better condition today were it not for the large number of "cheap" sales that have been made in the producing districts.

Everything is set for an upturn in wool values if the growers do not continue to undermine their own market with low sales to dealers.

From all indications, it appears that we are entering a period of better wool prices. The National Wool Marketing Corporation will demonstrate during this period, I feel quite certain, that it is the cooperative member who reaps greatest benefits during a period of rising markets.

Sol Mayer,

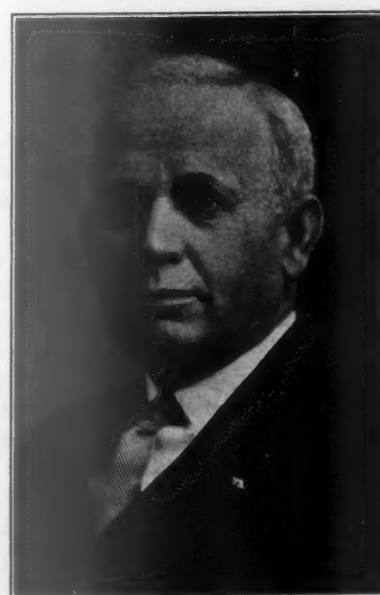
President National Wool Marketing Corporation.



F. A. ELLENWOOD
Red Bluff, California



K. W. CHALMERS
Garro, Colorado



W. S. LEE
Mountain Home, Idaho

Selling Wool by 'Lines'

A GOOD deal has been said about 'lines' of wool in connection with the making and reporting of sales by the National Wool Marketing Corporation. Some members of the wool cooperatives and other growers have been in doubt as to just what was meant by a 'line,' and how prices were determined for the various members whose clips, or parts of clips, were handled in the same 'line.' It is not true that the Corporation averages settling prices on wools of different values. On the contrary the returns to member growers are based

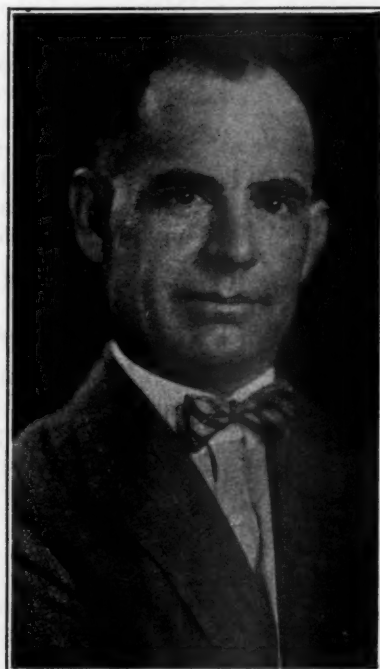
agent must know the clean basis value of any 'line' or parcel of wool offered the mill buyer, must know its average shrinkage, and compute its value in the grease.

In former years mills commonly bought in larger quantities than at present, but now a wool selling house must be ready to make quick delivery of any desired amount of any of the particular grades and styles of wool required for a wide range of manufacturers' requirements.

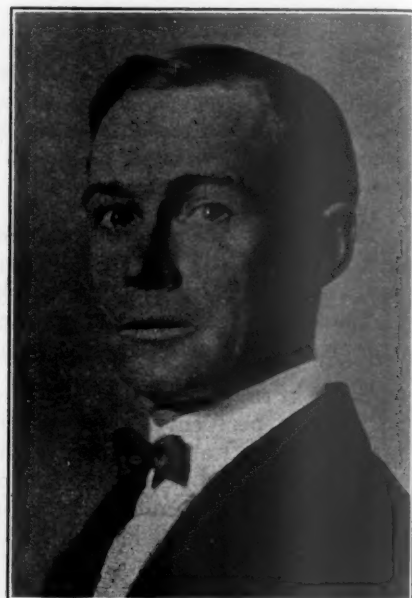
Clips from Merino flocks that have been bred without crossing are quite uniform as to fineness. The fleeces may vary as to length and condition, but can be



F. W. LEE,
San Mateo, New Mexico



J. W. HOECH
The Dalles, Oregon



M. E. STEBBINS
Helena, Montana

on the actual value and selling prices, on the clean basis of each grade of wool in the clip of every member.

Buyers for the mills wish to obtain wools in amounts varying from 10,000 to as high as 500,000 pounds of the same grade and also uniform as to color, strength, spinning quality, etc. Shrinkage is an important factor in making the price, but the manufacturer judges wool by what it will be in the scoured condition. In getting together a parcel of wool to make a particular cloth for which he already may have an order, the manufacturer must get wools that will be the same when scoured, but it is not important whether, as delivered to him in the grease, some of the fleeces shrink one, three, or ten per cent more than others. In purchasing the lot he makes up his mind what he will pay on the clean basis, then judges the yield of lots or 'lines' offered to him in the grease, and computes the offer he will make. Likewise, the growers' selling

purchased without grading, that is, in 'original bags' by larger mills that can use a variety of lengths and qualities of fine fibered wools.

In a clip that is too small or too mixed to sell in original bags, there seldom is a sufficient weight of any one grade to make a salable lot. Consequently, in order to serve his customers the salesman will need to take, say, the quarter-blood fleeces of "A's" clip and combine them with others of the same grade from one or more additional clips. Of course, in making up such a line it is not enough that the fleeces merely be of the same grade or fineness. Some of "A's" quarter-blood fleeces may be off color and not suitable for as good a kind of cloth as other fleeces belonging in the same grade. So the salesman must make up from the graded clips a number of lines of quarter-blood wools in order to meet buyer requirements and to do justice to the owners of the wools. In building up these lines, it is important

that all wools put into a particular line should be of the same quality and value in the scoured state. It is not essential that they be of the same shrinkage because the salesman can judge the shrinkage of each grower's wool put into that line and credit the account at the sales price with the actual number of pounds of clean wool.

Mr. Dana's Statement

This question of building up sales lines and of making proper returns has been discussed in some detail in the following statement by Mr. R. W. Dana, a director in the firm of Draper and Co., Boston, sales

clean basis. In this example the shrinkage of each lot is the same, and if this is found to be 64 per cent, the grease value is therefore 23 cents.

Let us now suppose that a buyer has been found who is willing to take 100,000 pounds of this line at 23 cents. It is sold, and the proceeds credited to this line.

It might be some little time before a further quantity could be sold at what appears to be full value, and let us assume that the next sale is made on a somewhat lower market at 22 cents. Later, as the market may improve, a sale is made at 24 cents, possibly one at 25 cents, and so on until the line is finally cleaned out.



L. W. ELLIOT
Sonora, Texas



J. H. LEMMON
Lemmon, S. D.



HORACE FAWCETT
Del Rio, Texas

agents of the National Wool Marketing Corporation. Mr. Dana takes up the handling of four different kinds of lines: (1) original bag wools, (2) lines with variation in shrinkage, (3) graded lines of the same shrinkage, and (4) scouring and topmaking lines.

Original Bag Lines

Clips which sell to best advantage in the original bags are put into groups of identical lots, or lots which are in some important factor very much alike. A simple case of this type of line is where the lots are identical in every respect. It might be, for example 40 lots of twelve-months' Texas wool, all of the same quality, length, condition and shrinkage. These lots need not have come from just one locality, but must be equal in quality and value.

Let us suppose that these 40 lots make a total of 600,000 pounds. At the time the line is made up, the value of the wool in this pool is 64 cents per pound,

The selling of the entire line might have taken several months to accomplish, as it is necessary in selling wool to the best advantage to see that each lot or each line of wool is sold to the manufacturer who will best appreciate that particular description, and who will consequently be more inclined to pay full value.

When the line is completely sold, the proceeds from the various sales are then added together, and an average grease price figured from these proceeds, which applies to the whole line. Each grower then has participated in both the low market sales and the high market sales of the entire line. Each has received the same price per pound as every other grower in that line, and each has shared alike in the benefits of every sale.

Had these individual lots not been combined, the grower whose wool was delivered on the 22-cent sale would have had returns made on that basis, and naturally would have been very dissatisfied, and justly so.

And the grower whose wool had been delivered on the 25-cent sale would have had the benefit of a record price for this style of wool, but it would have been at the expense of the other growers whose wools were used to supply the mill when the market was on a lower basis. This same principle is carried out in any kind of a line which is made.

Lines With Variation in Shrinkage

The next type of line would be one wherein all of the individual clips are identical in every respect, excepting in the matter of shrinkage. It would obviously be unfair for a grower whose clip shrinks 65 per cent to receive the same grease price as a grower having exactly the same wool, but shrinking only 60 per cent. A line is therefore made of such wools wherein the shrinkage on each individual lot comprising the total is ascertained very closely and recorded until all is sold. When the line is all sold, the total proceeds are worked out and prorated on the basis of the average clean content price for all the wools in that line. The clips then which shrank 65 per cent will receive one grease price in returns, and the wools shrinking 64 per cent will receive another grease price, and so on. Each grower is then receiving the ratio which his clip merits.

Graded Lines of Similar Shrinkage

Another form of line is where wools of mixed quality are best handled by grading. In this case it is usual to select clips which have similar character, and practically the same shrinkage, grade for grade. These clips are opened up and graded into separate piles of different qualities, lengths, etc. As this grading is done an accurate record is kept of the number of pounds of each grade which each clip yields. When the line is completed, there may be a dozen different qualities, each one of which may contain wool from every grower in the line.

When each of these grades is sold, either in one straight sale or in a number of different sales, the proceeds of the sale of each grade is credited to each grower in the line, according to the number of pounds of his clip which went into that particular grade. This is carried on until this particular grading line is sold out. The grower then is credited with his actual share of each grade as his clip yielded it. He has also participated in the benefits of the entire selling of each one of these grades. Naturally the grower whose clip yielded a larger weight of the more valuable grades will net a better price than the grower whose clip graded largely into the less valuable qualities.

Scouring and Topmaking Lines

The same principle is carried out in great detail in the case of lines made up of wools which have to be scoured or combed before they will sell to proper advantage. In this case a very careful record is kept of the actual sorting of each clip and the actual shrink-

age of each sort as it is scoured, and the proceeds of the whole line are very carefully worked back on a pro rata basis to each clip which comprised the line.

The principle of this is simple, but the work involved is tremendous, and it is impossible to show it in complete detail in a short article. Each function, however, is necessary, and is done with the utmost care to insure each individual grower his rightful share to the proceeds of the group sales according to the actual merits of his clip.

Consumption Trend Upward

On the basis of government reports of domestic wool consumption for the first four months of 1931, it is probable that in excess of 150,000,000 pounds of combing and clothing wool has been used so far this year, against about 135,000,000 pounds during the corresponding period for last year.

The Department of Commerce reports that 432 manufacturers operating 476 mills, used 32,217,834 pounds of clothing wool during April. This is the largest total of any month during 1930 or so far in 1931. The April, 1930, total was 27,206,000 pounds.

Government figures on combing and clothing wools for the first four months of this year and corresponding figures for the same period in 1930, follow:

	1931	1930
January	27,106,000 lbs.	32,426,000 lbs.
February	29,100,000 "	29,530,000 "
March	31,070,000 "	28,300,000 "
April	35,218,000 "	27,206,000 "

Total for mills reporting—122,494,000 lbs. 117,462,000 lbs.

It is estimated by the National Wool Marketing Corporation that these government figures represent about 70 to 75 per cent of the total wool consumed for clothing purposes during 1931 and about 85 per cent or slightly more for 1930. The lower percentage for 1931 is due to the greatly increased activity this spring of the American Woolen Company and other mills which do not report to the government bureau compiling the wool consumption data. Last year these non-reporting mills were not so active. Assuming the 1931 total to be 75 per cent of all wool consumed and the 1930 total to be 85 per cent the approximate total consumption to date is about 153,117,000 pounds, compared with 135,081,000 pounds estimated for the same period last year.

Study of the trends in consumption for the two years shows a healthy sign. This year each month's total has been larger than that for the preceding month. Last year consumption was declining at this time.

Forecasts are that the last quarter of the year will show the largest total consumption of any three months of the year. Even if the rate of the first four months is maintained throughout the year, which appears certain, the approximate consumption for the year will be

approximately 460,000,000 pounds, considerably above the volume taken last year.

From the standpoint of the producer, however, the most encouraging aspect is that practically all of the wool used in this country this year will be domestic wool. Foreign importations will be limited almost entirely to specialty wools which are needed by mills and cannot be supplied at home.

Increased Patronage of National Wool Marketing Corporation

The first of June saw new wools being received in Boston by the National Wool Marketing Corporation at the rate of nearly a million pounds a day. With the 1931 shearing season just getting up to its peak, prospects are that this year's cooperative tonnage will exceed that of 1930 by a substantial volume.

Last year the National received approximately 116,550,000 pounds of wool and 15,350,000 pounds of mohair. The 1931 mohair volume will fall below that of the previous year, but all reports from the producing districts indicate a larger accumulation of wool. It is felt by some that before the season is over the Cooperative will have received fully 150,000,000 pounds of the 1931 domestic clip. Some observers even believe that the dealers are fairly well loaded with new wools and that the Cooperative stands a good chance of obtaining close to 200,000,000 pounds this year.

Up to and including May 23, local units of the National had shipped approximately 21,300,000 pounds of wool and 2,350,000 pounds of mohair. This wool volume is larger than the Cooperative had received on the same date last year. On the wool delivered to May 23, the National has distributed approximately \$3,000,000 among growers. This represents about 80 per cent of the value of the wool on existing markets. The advance, this year, has been held to a very conservative basis and every market indicator points to a rise in prices before the season is over, with the result that a substantial supplemental return will be made to growers at the close of the year's business.

Of the wool received by the Cooperative, up to May 23, the Utah unit contributed the most of any local association, approximately 4,500,000 pounds. Colorado had the second highest total, about 2,500,000 pounds. Practically all of the larger units of the National showed larger shipments than for the same time last year. They also send in encouraging reports regarding outlook for the remainder of the season.

So far, during the 1931 season, the National has made pre-shearing advances on about 5,300,000 head of sheep. At an average of 8 pounds of wool per animal the National has in excess of 40,000,000 pounds of wool assured on pre-shearing advances. A substantial part of the 21,000,000 pounds of wool already received in Boston, however, did not have a pre-shearing advance. In Arizona, for example, pre-shearing advances were

taken on only 62,255 head, which represents approximately 500,000 pounds of wool whereas the cooperative association in that state is represented by more than 1,200,000 pounds in the Cooperative receipts to date. The National's total of 5,400,000 sheep taking pre-shearing advances does not include Montana. This association did its pre-shearing advancing locally within the state. Following is a tabulation of receipts of wool shearing advances taken by these units during 1931:

	Wool Shipped	Pre-shearing Advances
Arizona	1,217,877 lbs.	64,315 head
California	1,091,728 "	48,440 "
Sonora	296,239 "	123,634 "
Western Idaho	1,827,305 "	40,228 "
Oregon-Washington	900,649 "	253,899 "
Southwest Texas	1,439,902 "	160,394 "
Central	98,855 "	"
American Mohair	164,808 "	99,451 "
Mid-Texas	873,204 "	198,749 "
Utah	4,570,892 "	1,083,489 "
Nevada	1,603,416 "	346,804 "
Pacific	408,355 "	273,197 "
New Mexico	93,829 "	554,416 "
Colorado	2,580,236 "	522,187 "
Eastern Idaho	134,736 "	200,814 "
Wyoming	1,647,625 "	423,710 "
Indiana	192,188 "	"
Colorado-New Mexico	401,932 "	241,883 "
Wisconsin	21,810 "	"
Iowa	174,688 "	"
Montana	195,282 "	"
Midwest	40,866 "	10,668 "
Total	21,294,133 lbs.	5,321,705 head

According to a late wire from the Corporation, on June 3 the receipts of wool by the Cooperative totaled 33,630,608 pounds, not including Pacific wools stored in Portland and San Francisco. This is about seven million more than the National Corporation had last year at this time.

Using Government Money

"THE cry is raised that Farm Board money is taxpayers' money and that its use as an aid to farmers is not fair to the balance of the population," says W. Marshall Ross, president and manager of the Midwest Wool Marketing Association, Kansas City, a unit of the National Wool Marketing Corporation. "Who, more than farmers, should be entitled to the loan of government money?"

The nation has employed its funds in large amounts to develop and support American shipbuilding and ocean transportation. This was done for the benefit of the people and the industries of the United States as a whole. Like reclamation and waterways improvement, it was necessary for the government to do it because the undertaking was too large for public capital and because the results, while most valuable to the nation, would not accrue to any one class or industry.

The improvement of our agricultural marketing machinery is the same class of undertaking.

Farm Bureau Federation statistics show that 85 per cent of the direct property tax is paid by farmers, but that only 10 per cent of it is spent on farmers. This is because farms are assessed at about their full market value, while other properties are able to dodge the assessor or get listed at below assessment valuations. Farm taxes are all out of proportion to other property taxes and the farmer ought to get more use of tax money instead of less use of it.

Corporation Sales in May

The following May sales by the Corporation are representative of the prices obtained for the whole volume of wools of various grades sold during that month:

(As some of the Territory wool sold during this period will not be delivered until later, it is impossible to designate the states that it will come from.)

Fine Staple

2,000 lbs. Wyoming	_____	\$.64
12/14,000 " Montana	_____	.62

Fine French Combing

200,000 lbs. Graded Territory	_____	\$.59
300,000 " Lakeview (Ore.)	_____	.57
100,000 " Equal part Lakeview and Dakota & Utah	_____	.57
13,000 " Colorado	_____	.56

Fine Clothing

900 lbs. Colorado	_____	\$.55
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Half Blood Staple

70,000 lbs. Wyoming	_____	\$.57
5,000 " Montana	_____	.57
44,000 " Dakota	_____	.57
40/50,000 " Idaho	_____	.60
15,000 " Territory	_____	.58½
5,000 " Montana	_____	.57

Half Blood Clothing

50,000 lbs. Dakota	_____	\$.54
92,000 " Territory	_____	.53
17,000 " Wyoming	_____	.53
27,000 " Dakota	_____	.52¾
14,000 " Dakota	_____	.52½
25,000 " Idaho	_____	.55
13,000 " Utah	_____	.55
40,000 " Dakota	_____	.55
25/50,000 " Idaho	_____	.53
9,800 " Colorado	_____	.53
25,000 " Colorado	_____	.53
20,000 " Nevada	_____	.53
14,000 " Nevada	_____	.53

Three-Eighths Staple

30,000 lbs. N. D. Semi-bright	_____	\$.45
100,000 " Missouri	_____	.45
40,000 " Montana	_____	.47

Quarter Staple

150,000 lbs. Dakota	_____	\$.40
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Low Quarter

50,000 lbs. Territory	_____	\$.38
300,000 " Territory Low ¼ and Braid	_____	.36½
100,000 " Territory	_____	.39

Original Bag

1,000,000 lbs. New Mexico	_____	\$.57
1,500 " New Mexico	_____	.60
50,000 " New Mexico	_____	Open
500,000 " New Mexico	_____	.55
180,000 " New Mexico	_____	.52
64,400 " Montana	_____	.57
18,000 " Wyoming	_____	.58
3,500 " Wyoming	_____	.55
2,650 " Oregon	_____	.60
1,000 " Oregon	_____	.59
69,000 " Nevada	_____	.57
45,000 " Nevada	_____	.55½
100,000 " California	_____	.53½
45,000 " Dakotas	_____	.58
42,000 " Dakotas	_____	.58
37,000 " Utah	_____	.56½

Tops

52,900 lbs. Low Quarter (105,000 lbs. grease)	_____	\$.50
16,000 " Quarter (38,000 lbs. grease)	_____	.57½
10,000 " Halfblood (27,000 lbs. grease)	_____	.70
10,000 " Halfblood (27,000 lbs. grease)	_____	.79
3,400 " Low Quarter (5,400 lbs. grease)	_____	.50
3,000 " Three-eighths (5,000 lbs. grease)	_____	.70
1,000 " Quarter (2,500 lbs. grease)	_____	.56
700 " Three-eighths (1,800 lbs. grease)	_____	.65
16,000 " Fine (45,000 lbs. grease)	_____	.80
30,000 " Short Texas (94,000 lbs. grease)	_____	.86
1,000 " Three-eighths (2,500 lbs. grease)	_____	.64
1,000 " Three-eighths (2,500 lbs. grease)	_____	.71
5,000 " Fine (14,000 lbs. grease)	_____	.76
4,000 " Three-Eighths (10,000 lbs. grease)	_____	.69
55,000 " Low Quarter (115,000 lbs. grease)	_____	.49½
25,000 " Fine (75,000 lbs. grease)	_____	.83
10,000 " Fine (28,000 lbs. grease)	_____	.80
2,400 " Fine (7,000 lbs. grease)	_____	.76
5,000 " Fine (15,000 lbs. grease)	_____	.80
12,500 " Quarter (30,000 lbs. grease)	_____	.59
10,000 " Fine (26,000 lbs. grease)	_____	.76
4,000 " Fine (12,800 lbs. grease)	_____	.76
7,000 " Fine (20,000 lbs. grease)	_____	.77
5,000 " Fine (14,000 lbs. grease)	_____	.80
5,800 " Fine (16,000 lbs. grease)	_____	.76
35,000 " Fine (100,000 lbs. grease)	_____	.84
16,000 " Three-Eighths (40,000 lbs. grease)	_____	.70
16,000 " Quarter (46,000 lbs. grease)	_____	.79
10,000 " Fine (28,000 lbs. grease)	_____	.80
16/20,000 " Quarter (50,000 lbs. grease)	_____	.57½
10,000 " Halfblood (30,000 lbs. grease)	_____	.77½
10,000 " Fine (30,000 lbs. grease)	_____	.84
10,000 " Fine (28,000 lbs. grease)	_____	.80
5,000 " Fine (14,000 lbs. grease)	_____	.80
10,000 " Three-eighths (25,000 lbs. grease)	_____	.60
10,000 " Fine (28,000 lbs. grease)	_____	.78
100,000 " Three-eighths (250,000 lbs. grease)	_____	.60
100,000 " Quarter (225,000 lbs. grease)	_____	.50
5,000 " Fine (14,000 lbs. grease)	_____	.80

Texas and Fleece

1,200 lbs. Scoured Texas	_____	\$.62
50,000 " Fine Black Territory	_____	.50
110/125,000 lbs. Eight months Texas	_____	.50
9,191 lbs. Scoured California	_____	.52
10,000 " Ohio Type Three-eighths	_____	.47
1,000 " Scoured Texas	_____	.62
3,600 " Minnesota and Dakota Semi-bright Quarter	_____	.34
100,000 " Missouri Three-eighths Staple	_____	.45
25,000 " Fine Territory Black	_____	.50
3,700 " Kentucky Fine	_____	.55

The Boston Wool Market

RECENT shifts in the wool picture have left it more of a "buyers' market" than has been seen for several months. Both here and in the West there has been a notable slackening in the demand. These are not independent operations, but parts of a whole. Not entirely encouraging to those who have been hoping, perhaps predicting that at last the wool market had "arrived." It is true that the larger worsted mills are well employed at the moment. In some cases manufacturers have been obliged to put forward quite materially the dates for which deliveries of goods can be guaranteed, but this does not mean a particularly active wool market.

As a matter of fact, mill requirements were pretty well covered earlier in the year when prices were down and holders were eager to move stocks of old wool. At that time mill needs were filled to the saturation point. Though operating with seeming freedom, mill buyers kept their eyes cannily fixed upon the goal prescribed by their managers; namely, to cover only prospective needs. Cheap money gave some incentive to buy more freely than usual, but there is nothing in sight to indicate a change of heart upon the all important point of covering future needs. Occasionally a mill manager, with ample capital at hand, is heard to say that there is a better chance to make money by putting his surplus in wool at the going money rates than in fattening up the bank account. However, such cases are rare.

May has been marked by a slow demand at easing values. The buying wave of March and April is no longer a prominent factor in the situation. Buyers are picking and choosing. Both mill buyers and topmakers are being "drummed" so constantly and so thoroughly that it takes a real bargain to interest them. Topmakers have been especially wary of late. Competition has been exceedingly keen upon that side of the market. Buyers are de-

manding low figures, and claim to be getting them on all purchases, and this is promptly reflected in the wool market.

An uncertain factor has been injected into the situation by the establishment of a future market in wool tops. Thus far it cannot be said that the operations of the Wool Associates of the New York Cotton Exchange have been other than unsettling. Wool men here are saying that there was not legitimate need for such operations, and that they can foresee no benefit to the wool market therefrom. A limited volume of sales at prices considerably under the going rates for tops in the spot market have not been encouraging to those who were hoping that the sale of wool might in some way be helped.

That serious consideration should be given to so fragile a support may be regarded as only another evidence of the undesirable condition of the whole textile industry. The consensus of opinion in the wool trade is that what is needed by growers and handlers is a broader movement of wool and not additional gambling facilities. There is already some complaint by topmakers and others that the New York goods market has been injuriously affected by the fictitious values established on top futures in the early operations. They say that these values have nothing to do with actual sales of tops to spinners and mills.

As usual at this season, most interest in the wool trade centers in what is going on in the West. Especial attention has been attracted of late by the Texas situation. Latest advices available from thence indicate that the independents have secured better than 12,000,000 pounds at the end of May. Independent buying has been largely confined to twelve months' wool, for which there is a fairly good demand. Recent purchases have been made within the range of 16½ to 20 cents. The warehouse men are holding frequent sealed bid sales,

and though many of the bids are being rejected, much wool is being taken over.

The Texas problem is not found in the disposal of the new wools of ten to twelve months' growth and good staple, but in what is to be done with the shorter wools, eight months' and fall shearings. Independent buyers are neglecting these short wools, as they are not in demand here, and much of last year's clip is still unsold. Manufacturers are turning to the better Texas wools this year on account of their relative cheapness when compared with competitive wools from Ohio and Montana, as they require little or no grading. Moreover, they run so evenly in staple and condition that they can be sent direct to the machines with only a minimum of labor. In these days of cut-throat competition even this small saving is a material help.

In the range states there has also been much activity. It is reported here that the marketing of the new clip is well along in Nevada and Utah, especially in the former state. A late estimate is that not over a million pounds was still in the hands of the growers in Utah, out of an estimated clip of 24,000,000 pounds for the whole state, of which approximately one-half will go to the National Corporation.

Shearing is not yet general in the northern counties of Wyoming, but along the line of the Union Pacific and in the southeastern part of the state, the buyers' campaign is in full swing. At the end of May it was estimated that at least 40 per cent, perhaps 50 per cent, of the clip was out of the hands of growers. Nothing has yet been done in Montana and little in the fine wool sections of northern Wyoming. The early shorn wools in Idaho are well taken care of and considerable progress has also been made in Oregon. In California, the buying season is about over, except in the extreme northern counties, where the best wools are to be found.

At the moment there is a notable slackening in the demand seen in early May. Dealers are bringing

forward the new clip wools and are testing the market to ascertain the reaction of manufacturers. If they respond freely and take over the new wools in volume at the market, further activity in the West is assured. Otherwise it is probable that consignments will predominate during the remainder of the season.

Textile conditions are none too good. There is no encouragement to look for a change of policy on the part of either manufacturers or goods buyers. Perhaps the mills are carrying more wool than late in 1930, but the situation as to both wool supplies and distribution of goods is not yet normal. Hand-to-mouth buying of both wool and goods is still the rule, and dealers are accepting every opportunity to turn over the incoming wools at a profit. Low money rates make it easier for mills and the wool trade to carry wool, but they are also highly suggestive of unsatisfactory conditions still existing in financial and commercial circles, and of further caution in making large commitments regarding the future.

In this market, the character of the demand for wool has not changed in the recent trading. Most of the movement has continued to be on the fine side. Topmakers have been especially keen for wools of the French combing type, and it is understood that a large volume of the new clip wools of this type now arriving have been promptly transferred to the mills in the original bags.

Current quotations on the better type of French combing wools are not over 55 to 57 cents clean, though some dealers are still talking 58 to 60 cents. Buyers fight shy of paying the higher figures, as they say there are ample offerings on the low side. Average and inferior wools of the French combing type are to be had at 52 to 53 cents and topmakers are finding them attractive on account of their relative low cost. Few dealers make the grade of fine and fine medium staple, as they find it more profitable to use the longer fleece to sweeten up the cheaper lots. When to be had, these

fine staple wools are quotable at 60 to 62 cents, with some lots held for even more money.

Half-blood wools show little change from week to week. They have an assured popularity with mill buyers, and are really in a stronger position than the finer grades. Good half-bloods are quotable at 55 to 58 cents.

The position of medium wools has no encouragement for the trade. They are still neglected, though some buyers have been attracted by their relative cheapness. Perhaps actual sales do not show material decreases during the past month, but asking prices have been generally modified, as sellers have found it impossible to get their extreme figures. Occasionally 50 cents is asked for a choice lot of three-eighths-blood Territory wool but there is a plentiful supply to be had at 47 to 48 cents for very good wool. All dealers have more or less old clip medium wool left unsold, with more coming forward daily from the West. Quarter-bloods are in about the same position as other medium grades. Sales are noted at 40 to 42 cents for the run of the market. More is sometimes asked but buyers have wide choice in covering mill needs and will not pay fancy prices.

Twelve months' Texas wools have been moved quite freely during May. Buyers have shown interest and dealers have been willing to make transfers upon a narrow margin of profit. Recent sales of this grade have been made at 58 to 60 cents for straight twelve months' wool, with ten to twelve months' at 55 to 58 cents. Higher figures are simply asking prices and unobtainable at the moment. Sales of the shorter Texas wools are very slow, and quotations are entirely nominal.

California wools are moving out to the topmakers with some freedom, though many of them are rather more burry and defective than usual. Today's quotations are on a somewhat easier basis. Good Southern and Middle Counties short wools are quotable at 48 to 50 cents, and it is claimed that ordinary Northern wools will not bring over

half a dollar. The best Mendocino and Humboldt Northern wools are now being shorn.

The situation in the Middle West is decidedly unsettled. There is a triangular fight for control on in Ohio, with dealers getting considerable wool. Still the marketing of the new clip is proceeding rather more slowly than usual. Early buying prices have not been maintained, though some vague promises of extreme advances are still reported. Eastern buyers are offering up to 15 cents for medium clips and 18 cents for fine, and it is claimed that this is all that the situation in seaboard markets warrants.

The Boston market for Ohio and similar wools is rather quiet. Prices are distinctly easier than they were a month ago. For Delaine and other fine grades, today's quotations are believed to represent about the limit of what manufacturers are willing to pay for future delivery. For Ohio and similar Delaine wools 25 cents is claimed to be about the top of the market, though 26 cents is still occasionally asked. Half-blood combing wools are not quotable at over 23 to 24 cents, and at this figure some wool is being sold. Medium fleeces continue quiet for Ohio and Michigan better growth. Today's quotations are 21 to 22 cents for three-eighths-blood combing and 20 to 21 cents for fine, 20 cents for half-blood and 18 to 19 cents for three-eighths-blood.

The demand for clothing wools of all kinds is rather spotty. Some of the mills are very busy, while others are finding it difficult to get enough orders to keep their machinery running.

Scoured Territory wools are very quiet, with dealers finding it difficult to move even the small lots available. Some No. 2 New Mexico scoured has been recently moved at 53 cents, but other New Mexico grades are very quiet at 58 to 60 cents asked for No. 1 and 43 to 45 cents for No. 3. Baled scoured California wools are quiet at 43 to 45 cents for carbonized and 45 to 47 cents for scoured.

Lamb Buying Methods at Chicago

MAY is always a critical month to lamb buying interests in Chicago. It is necessary to give some consideration to the establishment of values for the new crop of the on-coming season. The actions of the packer buyers in the sheep house at Chicago were the cause of rather more than usual comment last month.

What is known in market circles as the "huddle," or morning congregation of buying forces aroused ridicule. No significance can be attached to this, however, as idle time is dreary, and when buyers are held in leash until noon by invisible influence, it is natural for "birds of a feather" to get together. But the same dilatory tactics made possible by the fact that a large proportion of Chicago's daily receipts were "direct" to packers were in evidence. What the trade knows as "the board of strategy" was less in evidence.

The primary topics of importance in the sheep house each morning is the "dope," the first information: "they're out to buy 'em lower." This, of course, is not illogical inasmuch as it is the legitimate function of the buying side, as of the selling side to put on something. Complaint is frequently made that dilatory trade is due to high asking prices, but much of the time the buying side has assumed a dictatorial rather than a compromise attitude. When the "dope" has been "twenty-five to fifty lower," it has happened that way. A little shipping demand has invariably been efficacious in upsetting the early morning plans of the so-called "board of strategy," comprising head buyers and mutton men. Once independent buyers have discovered the dope they have promptly got into action, picked off the packages they needed by the simple process of bidding 10, 15, or even 25 cents more, and whatever lambs of that character fail to get into that competition go into packer

trade. Usually the early report has earned these suggestive terms: "packer top" and "shipper top." The practice is at least open to the suspicion of exercising a restraining influence on values. But for a modicum of city butcher and shipper demand the "rubber stamp" would dominate. City butchers and shippers get the pick of the crop, but, as frequently happens, demand from these sources is not equal to absorbing the entire upper crust, the left-over delegation going to packers on a take-it-or-leave-it basis. That this upper crust frequently does not sell on merit will not be disputed.

By market practice, the "first man in the alley" has prior claim to the property. When he leaves, another bidder may speak his piece, but to make the lien effective, the first bidder leaves "a man in the alley," which is practical notice to other buyers that a trade is still pending. In the finality of the dicker, the initial bidder "goes to the telephone," presumably to consult with the mutton man at the office, in striking contrast to the former system of free buying under which each head buyer exercised his own judgment. When the "alley rat" is called out, as frequently happens after a protracted telephone conversation, other buyers have the entre, but there has been a striking uniformity about bids. Whatever criticism may be permissible, this system undoubtedly holds up the market long past a seasonal hour. There is no exact technique, it is true, as buying tactics vary from day to day, but the principle is inviolable.

"Directs" had much to do with May prices. When one big packer is practically out of the market several days in succession, keeping killing gangs busy on stock from other points, or country bought, the resultant trading situation may be readily sensed. That practically everything has not been rubber stamped was due solely to a few outside orders. When these were of sufficient volume to stimulate competition, it was possible to put on a little.

J. E. Poole.

Making a Good Law Workable

UNDER the above caption the Wyoming State Tribune of May 2 reprints an editorial carried earlier by the Lander State Journal on the work of Mr. Kleber H. Hadsell in enforcing the truth-in-fabric law of Wyoming.

The editorial reads:

Wyoming's truth-in-fabric law received a great impetus through the interest aroused by a state fair exhibit made by Kleber Hadsell, chairman of the committee representing the Wyoming Woolgrowers Association. Hundreds visited the booth and saw the difference between virgin wool and shoddy.

The recent legislature placed the enforcement of the law under the state department of agriculture and Ben Weeks, formerly of Lander, is making the rounds of the Wyoming dealers, checking invoices and labels and determining what garments are virgin wool and may bear a label so designating them. This label is being worked out by Mr. Hadsell and will have much to do with the promoting of the sale of virgin wool articles.

The promotion of the truth-in-fabrics law in Wyoming is believed will have a far-reaching effect. Manufacturers who are now indifferent regarding the advantage of labeling their products virgin wool will sense the value of reduced sales resistance and be glad to cooperate. This will extend from Wyoming to adjacent states first and ultimately become nationwide.

Wyoming has initiated a great thing for the wool industry. It will be some time before the benefits will be derived but out of the campaign will come the results which are always obtained by the promotion of an article of merit.

The label referred to in the editorial is to be used exclusively on virgin wool merchandise and on cards and posters displaying such goods. It is part of the plan of the Truth-in-Fabrics Committee of the Wyoming Wool Growers Association, which has for its objective the securing of cooperation from Wyoming merchants in enforcing the Wyoming Truth-in-Fabrics Act. Their campaign is largely one of interesting the merchants in making the law effective by a complete understanding of what it seeks to accomplish.

Meeting of National Lamb Committee

(Continued from page 19)

- (b) Close contact with National Live Stock and Meat Board.
- (c) Efforts toward proper grading and stamping of lamb carcasses.
- (d) Plans for work with retail butcher trade.

The plan carried a strong appeal, but the committee held that it was inadvisable for the association to engage itself to carry out such a large program, until a larger porportion of the amount of funds is on hand. As stated, it was the agreement of the committee that the first additional expenditures should be in connection with the continuation and expansion of the lamb cutting demonstration work in cooperation with the National Live Stock and Meat Board and the preparation and distribution of educational printed matter.

Montana's Organization Work

One of the most heartening features of the committee meeting was the report of Secretary Stebbins of the Montana Association on the organization work in that state. He said, in part:

The Montana Association officers held their first meeting along about the middle of February and laid out plans for putting the project over. We decided to conduct the campaign under the name of the Eat More Lamb Club of Montana. Our first work was to secure chairmen to head the clubs in the different counties. We picked out either the county agent or the leading sheepman and if they would not serve, asked for their assistance in securing some one who would. And we kept hammering in that county until we obtained an acceptance. Then the county chairman appointed the vice chairman and a committee to help. When the chairman sent us his selections for the committee, our office wrote to each of them, asking them to work with the chairman. We finally obtained 41 chairmen and 253 committeemen to help us.

Then we scheduled and held six district meetings, at which we endeavored to have a full attendance of all the chairmen. At those meetings Mr. Racey gave out the material for their use in preparing for the local meetings of sheepmen.

Of course, the big part of the preliminary work is to arouse enough interest in the sheepmen to bring them out to the local meetings. In Montana we used every available avenue to accomplish this. We sent

a series of letters out to all the banks; we wrote to the railroads that have agricultural development men in the state; we secured the support of the State Extension Service. The assistance of newspapers and broadcasting companies was likewise solicited. No money was paid for any publicity matter at all. The newspapers were very generous; the bankers' magazine carried a story about the project; and we used the radio, largely through the county agents. In making their regular reports over the air, they called attention to the Eat More Lamb Club work and urged attendance at the meetings. The banks wrote letters to their sheepmen clients; the county agents also sent out letters; in fact, the sheepmen were constantly reminded from all sources of the time and place of the meetings and the importance, to themselves and the industry as a whole, of their being on hand.

Six weeks were used for the preliminary work. The schedule of 41 local meetings commenced on March 30 and closed on May 14. During this period 531 members signed trade acceptances covering 40 per cent of Montana's share of the National Association budget for this year.

Much of the success of these local meetings depends upon the county chairman and his ingenuity and effectiveness in getting the sheepmen out. If the men could be gathered into the meetings, we knew that Mr. Racey would sell them the proposition. With his charts he was able to visualize for them just how the program to increase lamb consumption might be carried out and just what might result from it.

The county chairman had, from the beginning, a definite goal, or sum of money to work for. The quota assigned to him was based on the sheep population of the county secured from the tax assessment roll. At the meetings the sheepmen were asked to sign the trade acceptances by which they pledged themselves to pay 1½ cents per head of sheep owned per year for five years in semi-annual payments (July 1 and November 15). All men who signed these acceptances were given small metal buttons that signified their membership in the Eat More Lamb Club.

As previously stated, at the close of our meetings, we had 40 per cent of Montana's quota, or \$11,273.05 pledged for payment on July 1. Now we are at work on the clean up. Mr. Max Legge, who has been assisting us throughout the campaign, is handling this. It consists of going over the county lists with the chairmen and making personal calls on the men who run 1000 or more sheep and who have not signed up yet.

We figured that the campaign was worth everything we put into it in time and money. For not only have we raised a good portion of our fund, but we have secured a lot of new members (296 out of the 531 signed up) and obtained increased support from our old members.

In addition to the general Eat More Lamb Club work, we have been putting on a home

consumption program. This is the particular project of Mr. Lewis Penwell of Helena. Its object is to organize each county permanently in a way to secure the increased use of lamb in that locality. Organization has been effected along similar lines to the general program, with chairmen, vice chairmen and committees.

So far the results have been excellent. At the present time we are having to ship lambs into the state, so great is the demand.

In conjunction with the local consumption program, the Montana Association is sponsoring a lamb feeding project among the agricultural high school boys, with the thought in mind that a supply of good lamb will always be available in each community. In this way we hope to avoid the trouble that arises when old ewes are sold in the guise of lamb.

The Lamented Mutton Chop

The mutton problem is actually getting into the papers, editorially and otherwise. A sample is this dissertation in the Ohio State Journal, under the caption, "The Mutton of Yesterday."

One change during recent years is the elimination of the mutton chop from the meat markets of the nation. It may be found in a few places, but, speaking broadly, it has disappeared.

For those who loved a substantial meal the shoulder chop, cut thick and carefully prepared, was a rich and wonderful offering. There was a time when big mutton was found at all good markets, but those years live only in history. The lamb chop has become the favorite. It is more salable. Chalk up another victory for commercialism over idealism. For those who want only small amounts of meat, the lamb is a source of delight, sweet, juicy and tender, a deluxe offering to appetite. The big mutton was a favorite in homes where there were many at the table. The lamb chop appears to have come in with the efficiency apartment and the kitchenette.

It is noticeable that the disappearance of mutton is one marked change that no one has sought to correct by legislation. So far as the records show no Ohio lawmaker ever has proposed a law aimed to bring back the mutton chop. It may be that the lamb chop is entirely satisfactory, or the law makers may have overlooked a prize idea.

No remedy has been found for this distributive trade condition. Fat meat, regardless of character, is taboo. With the average American, the "English mutton chop" of other days has disappeared from restaurant menus, and where it survives, the price is prohibitory.

J. E. Poole.

The Lamb Markets in May

Chicago

WHATEVER latent enthusiasm pervaded live mutton circles early in May failed to function as the month wore away. An occasional spurt failed to hold. Buyers went afield each recurring session with explicit instructions to "buy 'em lower."

For one thing, Texas maintained a continuous heavy flow of shorn stock, lambs of the last crop—yearlings, wethers and ewes—the Fort Worth market being constantly filled to the overflow stage. What effect this gigantic contribution exerted on values must be left to conjecture, but a statement that it was adverse to prices will not be seriously disputed.

Every movement in the market was prophetic of lower prices as the trade worked onto a new crop basis. The gap-in-supply theory was discredited by the Texas run, and when Tennessee and Kentucky joined the marketward procession, the jig was up. California practically wound up its loading season. The tail end of the Colorado movement was in evidence and the small package at shearing stations disappeared. Old crop lambs in the fleece were a minus quantity late in May, a fortunate circumstance, although shorn lambs were popular with killers.

All through it was a treacherous market, but at that, its performance was creditable when contrasted with crashes in cattle and hogs. Live muttons were always cleared, while the other species accumulated in stockyard pens, cattle trade being all but suspended at frequent intervals. Dressed trade, while subject to lapses, avoided such a calamity as overtook the dressed beef market. While the California dry spell reduced the season's supply of fat new crop lambs from that quarter, sending a large percentage to the feed lot, that condition was not an unmixed evil so far as the general trade was concerned. Scarcity of shorn lambs of the old crop was a price sustaining

influence. Trading conditions at Chicago, the price basing market, were disturbed by heavy receipts of lambs direct from other points, especially Fort Worth, which at intervals reduced bidding to one packer, a few city butchers and a modicum of eastern orders.

Each week delivered at the ten markets, a considerably larger package than during the corresponding period of 1930. During the week ending May 9, these markets handled 307,000 compared with 265,000 last year; the week ending May 16, recorded the arrival of 280,000 compared with 265,000 last year; the week ending May 23, 290,000 against 234,000; and the final week, 233,000 against 182,000. These figures indicate tremendous slaughter, the fact that such a volume could be readily absorbed being gratifying. The only complaint from distributive circles was an excessive proportion of medium and inferior product. Contrariwise, killers never before gathered such a crop of finished beef, forcing fat, long-fed steers down to \$6.00 and good butcher hogs to \$5.75. When results are surveyed the lamb market does not need apology. Fat sheep, however, were bad actors, dropping to the lowest levels in half a century, without a reliable outlet for the product.

As a not illogical result of the mass of undesirable meat the dressed market was required to absorb, spreads in wholesale prices widened. Early in May, the better grades of spring lambs were quoted at \$22 to \$24 per hundred, a basis that was well maintained all through, while medium grades declined from \$19@22 to \$17@20; common to \$13@17, from \$14 to \$18. Choice crop lamb carcasses sold at \$19 to \$21 all through, common declining from \$13 to \$15 early to \$10@12. On the hoof, choice lambs in the fleece dropped from \$10.25 early to \$9.50, when they faded out of the picture; shorn lambs sagged from \$9 early to \$8.60 at the close. Early \$12.25 was

paid for spring lambs; at the close \$10.25 was out on the limb.

The week ending May 8 recorded the highest level of lamb prices since August, 1930, old crop fleece lambs reaching \$10.25 reacting to \$9.60 at the close. At the crest \$8.50@9 took the bulk of old crop shorn lambs; the close was \$8@8.25. This reversal of form dissipated bullish expectancy that ran riot late in April. But for a temporary burst of shipper activity, it would have been impossible and that outlet was notoriously fickle. The only explanation forthcoming was that hoof prices got out of line with dressed trade. On the crest of the rise native spring lambs sold at \$11.50@12.25, subsiding to \$11@11.50, and California springers averaging around 74 pounds realized \$11@11.25. Shearers took out 80-pound wool lambs at \$8.50.

During the week ending May 16, the slide continued. The Chicago market was deluged with direct receipts which reduced competition to the vanishing point. Prices declined 25@50 cents for the week, wooled lambs selling down to \$9.25@9.75, and shorn stock to \$8@8.50. Supply of native spring lambs, expanded, thin lights being almost unsalable. The springer market dropped to a \$10@10.50 basis.

The final week developed a few hard spots, but such indications promptly faded, final prices being at the lowest level of the month. A raft of common and fairly good lamb was difficult to sell. First Oregon lambs of the season made \$10, shorn lambs stopped at \$8.70, some one hundred pound shorn stock going at \$8 and a fair grade of wool lambs at \$7.75. The practical stopping point on spring lambs was \$10.

Sheep were never "any good" despite light receipts. Probably the large Texas quota was responsible for this. Shorn ewes dropped to \$2@2.50, shorn bucks selling down to \$1.50 per hundred. At the high point, shorn ewes sold at \$3@3.50,

an outstanding load reaching \$3.60.

Features of the month were:

An enormous run of Texas stock, that kept the Forth Worth market loaded and by the influence of rebilled stock in packers' hands, held Chicago prices down. This was probably responsible for a dollar lower general price level than would have been the case otherwise.

An overloaded dressed market with medium and common meats necessitating week-end clean-up sales at bargain prices.

Practical disappearance of new crop California and old crop Colorado lambs. California condition declined late in the month when \$9.75 took the best from that quarter under heavy sorts.

High prices for medium and common spring lambs until an army of natives descended on the market widening the spread both in live and dressed markets. Common light lambs sold down to 3½ cents.

Heavy sheep carcasses sold down to \$6; choice handyweight wether carcasses at \$10. Texas yearling wether carcasses were slow sale in New York at \$11@14.

Increasing supplies of southern and native spring lambs put a crimp in eastern shipping demand at Chicago, curtailing competition on the upper crust of the crop.

The advance guard of the new Idaho crop took to the rails during the last week of May, about 100 carloads starting slightly earlier than last year.

Kentucky and Tennessee lambs started in superb condition, at \$10.75 for the first grade.

A few California spring lambs went to feeders at \$6.75@7.75 early; later \$6.50 was the common price. Packers killed most of the fat backs.

Had the entire crop of California lambs been up to standard, meat supply would have been vastly augmented. Owing to excellent physical conditions in the Southwest, Texas stuff was fat, grading medium to good and affecting the trade on top feed lot and spring stuff. It is trade tradition that killers have always made money on a heavy run from

Texas, and it is probable that this season was no exception. Killers also made money on their California investment, 7-cent lambs at the point of origin being worth \$10 to \$11, Chicago basis, at delivery time.

Prices on the Texas crop were made at Fort Worth where shorn lambs of the 1930 crop sold in large numbers at \$6@6.25; two-year-olds, \$4@4.50; wethers \$3@3.60, and ewes \$2@2.50. Texas sheep killed northern markets on native stock, fat native ewes selling in Chicago at \$2.25@2.50 per hundred.

Buck penalization went into effect at the middle of May this year, the usual discount of \$1 per hundred being imposed. This was due to a swelling supply of native lambs, but aroused criticism as it is doubtful if a buck carcass at that stage is inferior to that of a ewe or wether. As native growers did not expect application of a now recognized rule before July 1, they naturally kicked.

However, there has been no belly-aching either by feeders or breeders. Heavy lambs got by, only runts being actually punished. The chief complaint has come from owners of finished lambs. "It looks to me as though shippers and city butchers are able to buy 50 cents worth of quality and condition for an extra dime, and that regulars do not pay that extra money when others have filled their orders," remarked a feeder. "The result is that feeders are reluctant to put on the last few pounds essential to condition. That gain is expensive; they are afraid of running into weight and unless they get the benefit of a limited outside trade, have no assurance of even a slender premium."

Lambs did not participate in the May slump in cattle and hogs for the reason that they had taken it previously. At that the lamb market bucked adversity in several forms as the steady downward trend of values indicated. Compared with the corresponding period of 1930 depreciation is striking. The first Washington lambs of the 1930 crop to reach Chicago the first week of June realized \$13.50 which was

down to \$8 at the end of July. In 1929 the start was at \$16.50 and in 1928 at \$19 on new crop lambs from the Northwest.

J. E. Poole.

Omaha

OMAHA'S receipts of sheep and lambs held up well last month. A total of 243,000 head showed up. This was 70,000 short of April but only 12,000 less than arrived during May, 1930, and with that exception the run was the heaviest for any corresponding month in the history of the market.

A total of 90,000 Californias helped to sell the run. Up to June 1, the year's Omaha receipts out of that state aggregate 153,000 head or the heaviest since 1923, and approximately 20,000 more than the total for all of 1930.

Idaho sent in 1,600 springers while Oregon and Washington contributed 8,000 head between them, mostly clean-ups of old crop fed lambs. Approximately 12,000 head came from Texas, most of them billed direct to packers.

May witnessed the virtual passing of both old crop fed lambs and new crop Californias from the market, both at Omaha and other points. The former were on the decline as the season ended, while Callies finished at around average prices of the season.

Definite trends to May prices are difficult to quote because of the change from an old to a new crop basis during the month. By the close no 1930 woolskins were received. Clipped lambs sold around 25 cents higher than at the end of April as the month ended. Comparison of prices for Californias is also complicated by the declining quality in those that arrived late in the month but they were quotably around steady while natives advanced 25@50 cents.

The first week of the month marked the high time on fed lambs when woolled kinds reached \$9.75, highest of the season. For a time it looked as if the coveted 10-cent lamb might appear but it never did

at any of the western markets and a lot of bets were paid by the optimistic ones. Last woolskins arrived on May 27 and brought \$8.50. Fed California springers sold up to \$10.00 during the period.

First Idahos of the season arrived on May 19 and brought \$10.25, a year ago the first ones were received on May 27 and sold for \$12.00. Since the opening of the June trade bulk of the western lambs coming have originated in Idaho and the quality has ranged anywhere from medium to choice, with prices averaging right around \$2 below a year ago. The first week of June last year marked the peak on 1930 lambs, when tops reached \$12.50.

Natives are now arriving in liberal volume. Their quality is mostly good and packers are paying prices for them right up with the Idahos. As this is written (June 3) the best are bringing \$10.00 freely, with choice Idahos topping at \$10.25. Medium lambs, both western and native, are selling on down the line to \$8.00 while thin stock is forced to go clear under the \$6.00 line. Buck lambs are again being penalized a flat dollar this year.

Feeder shipments during May were the heaviest on record for the month at 46,650, an increase of 15,000 over a year ago. Most of these lambs went into the hands of feeders operating close to the market and will be coming back this month and the first part of July.

The total is no criterion of general demand for feeders as outlet was confined almost entirely to local account. Western sheepmen, especially those of California and Idaho arriving at market with early lambs, should realize the value of the service which these local feeders render by providing an outlet for thin lambs that would otherwise have to go to packers at a big discount.

During the fore part of May most feeders went out at \$7.75@8.25 with a top of \$8.35. With the proportion of thin Californias showing a substantial increase thereafter, the market dropped around a dollar

The New Rambouillet **Deer Lodge Farms Company** Has Developed the New Rambouillet

A purebred Rambouillet without wrinkles, with longer wool, with bigger bodies, and with less wool around the eyes.

They are heavier shearers, hardier and smooth bodied.

They produce real mutton lambs.

REGISTERED STUD RAMS

PUREBRED RANGE RAMS

SMALL ORDERS OR CARLOAD LOTS

Not a Wrinkle in a Carload

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CANDLAND RAMBOUILLETS

WE HAVE FOR 1931
SOME EXTRA GOOD RANGE RAMS
Large, Smooth, Long Wool
Hardy, good conformation

They will produce real mutton lambs
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Seligman, Arizona



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Wm. Briggs Dixon, Calif.

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a High Type
of Rambouillet

A Choice Lot of Ewes and Rams for Sale
At All Times

SIXTEENTH ANNUAL RAM SALE

August 24-25-26-27, Salt Lake City, Utah—See page 11 for announcement

ROMNEYS

Three great imported rams will breed our 180 registered ewes this season.

SOUTHDOWNS

Heading our flock is an imported Luton Hoe ram of outstanding type and quality.

HAMPSHIRE

Our small flock of quality ewes will be bred this year to a proven sire, the International Senior Champion in 1925.

BROWNELL RANCH

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PREMIUMS

The National Wool Grower still offers either a Stockman's Knife or the Regulation Boy Scout Knife (both Remingtons) for two new subscriptions at \$1.50 each. The Hawkeye Monkey Wrench is given for one new subscription.

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Quealy Sheep & Live Stock Co.

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1625 Acres, practically all under cultivation, with sufficient water rights and all necessary buildings, farming implements; stocked with cattle, horses, hogs and poultry.

8600 Ewes: 7000 head 2 to 5 years old.

270 Rams

Forest Permits for 8066 head.

1850 Acres of owned summer grazing land.

3 Shares Rock Springs Grazing Association stock, to cover 10,500 head; also 11,000 acres of fee land owned adjoining Rock Springs Grazing Association lands.

For Prices and Terms, Address

QUEALY SHEEP & LIVE STOCK COMPANY
FRONTIER, WYOMING

with sales the balance of the month at \$6.25@7.25.

Demand is almost nil for fat ewes but prices managed to hold their own through May. Since June 1, however, a further decline of around 50 cents has put them at what is probably the lowest level in history, with a top of \$2 here today.

K. H. Kittoe.

California Lamb Movement

A TOTAL shipment of 507,000 lambs to eastern markets is reported by the California Wool Grower for the 11-weeks' period ending May 29. Only a small number of the early lambs which are the main part of the state's crop, remains to be shipped.

The number shipped this year is 7,000 head below last year's number, and about 60,000 below the record number shipped out in 1929.

It is reported that a larger proportion of the shipments were consigned for sale on account of the growers themselves, although the larger packers secured the bulk of the movement. Some independent dealers were also in the field.

Of the 507,000 head moved this year, 65,000 were dressed and shipped in refrigerator cars, mostly by packers having eastern connections.

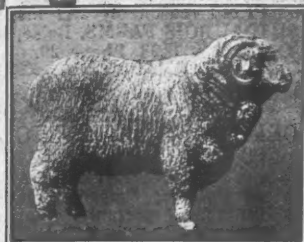
St. Joseph

SHEEP receipts for May were 149,123, an increase of around 3,800 compared with the same month last year. Included in the month's total were 32,983 from Texas and 19,056 from California.

No fed wool lambs were received on the extreme close, the latest arrivals selling \$8.25@8.50. Near the first of the month the top reached \$9.75 on such kinds. California lambs were coming all through the month and sold to \$11.00 at the high time, with bulk of sales \$9.50@10.25. A few loads of Idaho and Utah lambs sold late in the month at \$10.25@10.50, with some earlier at \$10.75. At the high time fed clips sold up to \$8.65, with best Texas at \$8.00. On the close best fed kinds sold \$8.00@8.25 and Texas \$6.00@7.60.

(Continued to page 42)

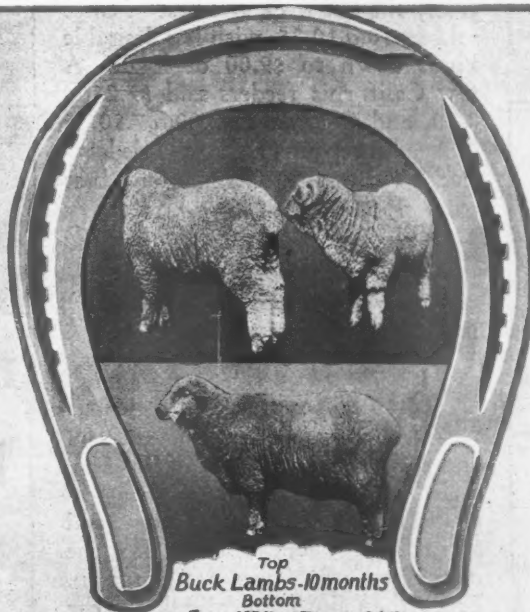
L. U. Rams have been an established breed for over 25 years and are guaranteed to breed a uniform standard of quality mutton and long staple fine wool and most suitable for range purposes. "NO CAMOUFLAGE PRACTICED."



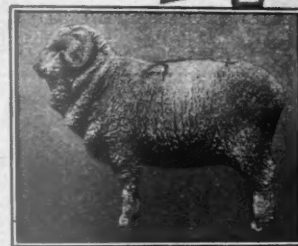
"L.U. Two year old"



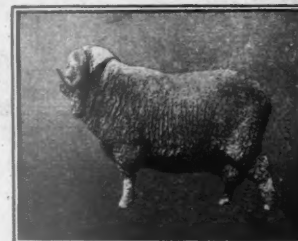
"L.U. Yearling"



Top
Buck Lambs-10 months
Bottom
Ewe 165 lbs. Fleece 21 lbs.



"L.U. Yearling"



"L.U. Three year old"

L. U. SHEEP COMPANY, Dickie, Wyoming

Winners of Mount Haggin Hampshires -- 1930

	CHICAGO INTERNATIONAL	AMERICAN ROYAL	PACIFIC INTERNATIONAL
YEARLING RAM	1st, 2nd, 4th	1st, 2nd, 3rd	1st, 2nd
RAM LAMB	1st, 3rd, 4th	1st, 2nd, 3rd	1st, 2nd
PEN OF THREE RAM LAMBS.....	1st, 3rd	1st, 2nd	1st, 2nd
YEARLING EWE	1st, 2nd	1st, 2nd, 4th, 5th	2nd, 3rd
EWE LAMB	1st, 2nd, 3rd	1st, 2nd, 3rd, 4th	1st, 2nd
PEN OF THREE EWE LAMBS.....	1st	1st, 2nd	1st, 2nd
FLOCK	1st, 3rd	1st, 2nd	1st, 2nd
GET-OF-SIRE	1st, 2nd	1st, 2nd	1st, 3rd
	Champ. Ram	Champ. Ram	Champ. Ram
	Reserve	Reserve	Reserve
	Champ. Ram	Champ. Ram	Champ. Ram
	Champ. Ewe	Champ. Ewe	
	Reserve	Reserve	Reserve
	Champ. Ewe	Champ. Ewe	Champ. Ewe

Stud Rams and Range Rams bred as these winning sheep are bred singly or in carloads.

Mt. Haggin Land and Livestock Company

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TOM DRUMMOND, Shepherd

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Registered Hampshire Ewes
Ones and Twos
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HAMPSHIRE RAMS

I run a flock of 1000 registered Hampshire ewes under strictly range conditions and make a specialty of producing range rams for range use.

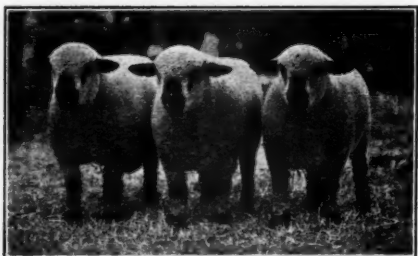
Both yearling rams and ram lambs for sale.

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Purebred Registered Hampshire,
Dorset, Rambouillet and
Shropshire Rams
FOR SALE

Can Supply an Outstanding Stud Ram
or a Carload for Range Purposes.

CHASE BROTHERS
Willow Lake, South Dakota



It takes good ewes as well as prepotent rams to get the kind of lambs you want.

We can offer some choice young ewes of the right type to produce such lambs.

Thousand Springs Farm

Wendell, Idaho
MINNIE MILLER, Owner
Jesse Loader, Shepherd

(Continued from page 40)

Native lambs were coming rather freely the last week and best of these sold \$9.50@10.25, with less desirable kinds down to \$9.00 or lower. A few California feeders sold \$7.25@8.10, and Colorados \$7.00@7.50.

Aged sheep are closing a little lower for the month. On late days best ewes sold \$2.50@3.00, old wethers \$3.00@3.25, two-year-olds \$4.75@5.00 and yearlings \$5.50@6.00.

H. H. Madden.

Kansas City

AT the beginning of May winter fed lambs in fleece sold at \$9.15 and spring lambs at \$10.60. By May 5, fed grades reached \$9.85, the extreme high point of the season, and spring lambs were up to \$11.35, the peak for the post-Easter season. From then until the middle of the month prices took a downward course to be halted by a rally that occurred in the third week. The fourth week uncovered falling prices and on the close, the few winter fed lambs offered brought \$8 to \$8.25 and spring lambs \$9 to \$9.60.

Most of the mature sheep offered during the month were south Texas grass fat classes. About the middle of the month they were sharply lower, but they staged a rally to close nearly as high as late April. All were shorn classes. The aged wethers brought \$3 to \$3.75; two-year-olds \$4.50 to \$5.25 and yearlings \$5.50 to \$6.50. The crop of mutton sheep has been gathered pretty closely and they will be offered in decreasing volume in June.

Arizona spring lambs have been marketed. The last shown here sold May 27 at \$9.75. The California lamb movement is about over leaving the market, exclusive of early Idaho lambs, open to natives and southern classes. The native movement is well under way and will reach peak volume in June. As these lambs show a wide difference in quality, condition and handling it is reasonable to presume that prices in the next thirty days will have a much wider spread than at the present time. Agricultural colleges of

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400 white face bucks—Romney and Rambouillet cross—ages 1 and 2. Running on high mountain pasture—a strong, rugged lot from splendid foundation stock. Priced reasonably and inspection invited. IDAHOIS FARMS, Boise, Idaho, Post Office Box 1368, Phone 29.

CORRIEDALE and SUFFOLK STUD AND RANGE RAMS

Also a few Corriedale Ewes for Sale All Priced to Meet Present Conditions. Take advantage of present low prices to start your purebred flock.

EDGMAR FARM—Dixon, Calif.

Polled Rambouillets

Rams and Ewes
FOR SALE
At All Times

One or a Car Load

W. S. Hansen Co.
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Old Elk Farm RAMBOUILLETS

Large, Smooth-bodied Sheep, Shearing a Long-stapled, Light-shrinking Fleece.

Stud and Range Rams
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Priced with the times
For Further Information Address
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Lincoln Rambouillets

For the 1931 Season I Have
1000 Head of Choice

Lincoln-Rambouillet
Yearling Rams

Priced in Line with the Times

C. R. TINTINGER
Cascade, Montana

QUALITY RAMS ONE-HALF PRICE

HAMPSHIRE ROMNEYS

HAMPSHIRE-SUFFOLK CROSSBREDS ROMNEY-RAMBOUILLET CROSSBREDS

We Have the Above in Two-Year-Olds, Yearlings and February Lambs

Believing the sheepman should, conforming with reduced overhead, own his rams at low prices, we are making a cut of fifty per cent on former prices for early quantity orders.

Our rams are range raised, big heavy boned, husky fellows—the right kind for range breeding.

Write us how many you will require and we will have them grained up for you and in the "pink of condition." Will replace any defective rams free of charge.

ALSO STUD RAMS IN HAMPSHIRE AND ROMNEYS

COFFIN SHEEP COMPANY

YAKIMA, WASHINGTON

the central states have done considerable work in the past three years, relative to grading and proper handling of lambs and it is anticipated that this year's native lambs will be put on the market in better condition than in former years.

At the present time the corn belt as a whole has the most promising crop and pasture conditions in a number of years past. It is too early to hazard a guess as to feeder lamb requirements this fall, but at present there is every indication that a large amount of feed will be available this fall, and in all former years of large feed crops the call for thin lambs has been heavy.

May receipts were 284,830, compared with 138,327 in May last year and the record for any May. The five months' total was 1,151,810, compared with 912,400 in the first five months' last year and a record for the same period in any year. Texas has been one of the largest contributors to the local run. Receipts from that state last month and for the five months' were double those in any previous comparable period.

C. M. Pipkin.

Denver

SPRING lambs held generally steady to a shade lower at Denver during the month of May, just ended. Fed woolled lambs were around 25 cents lower, although

very few were coming to market. Receipts totaled 86,986 head, being more than 20,000 larger than receipts in May a year ago.

The sheep market was about the only bright spot in the market horizon at Denver or elsewhere during the month. Good quality woolled lambs from feed lots were selling from \$8.50 to \$8.75 early in May. Although there were very few coming late in the month, and those received were clean-up shipments, and of just fair quality, they sold at \$8 to \$8.25. Spring lambs were selling early in May at \$9.50 to \$10. At the close of the month good quality spring lambs from Idaho, Utah, Oregon and California were moving readily at about the same prices.

Fat ewes were quoted from \$2.50 to \$3.25 early in the month, whereas they sold at \$2 to \$2.25 during the latter part of May. Comparatively few good fat ewes are being received, however, at this time.

The feed lot supplies are practically exhausted in this territory at this time, and for the past several weeks the supply at Denver has been made up largely of spring lambs from western states. Early in May the majority of these came from California. During the last two weeks, however, Idaho has been shipping quite heavily to Denver and a number of spring lambs have also been received from Utah, Oregon and some from New Mexico.

Indications point to a fairly good supply of spring lambs from all tributary states during the month of June. That they will be well received is generally conceded, as the demand from packers is good for all stock suitable for their use.

W. N. Fulton.

Strong Lamb Market

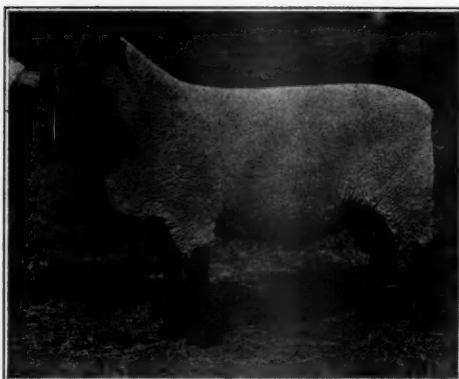
WINTER fed lambs, or rather the remnant of the fed lamb crop closed May with prices \$1 under the close of April. Spring lambs broke a similar amount. Such market conditions would not be very encouraging for sheepmen if they were taken irrespective of other conditions, but when taken in relation to all other factors, the May sheep and lamb market was one of the most remarkable ever known.

Normally May is a month of declining prices, part of which can be traced directly to an advancing season. It is a time when winter feeders clean up for the year. Some offerings come over weight and some under weight, some in fleece and some shorn, all more or less uneven in size and hard to grade. Culls that have been cut back from former shipments and undersized lambs that were started on feed late in the season are among the conglomerate mass that usually appears. Whatever faults or errors are developed during

Continued to page 46)

SUFFOLK SHEEP

If you raise Fat Lambs you want the BEST. To get the Best you must use the SUFFOLK. You will then have the early maturing, full of lean meat top grade carcasses which swell your bank roll, and remember "Money Talks."



Ram Lamb, 8 Months (Weight 197 Lbs.), Sold for \$1,325.00 in 1930.

In 1930 the BEST Cross-breds in all the leading fat stock shows in Great Britain were SUFFOLK Crosses.

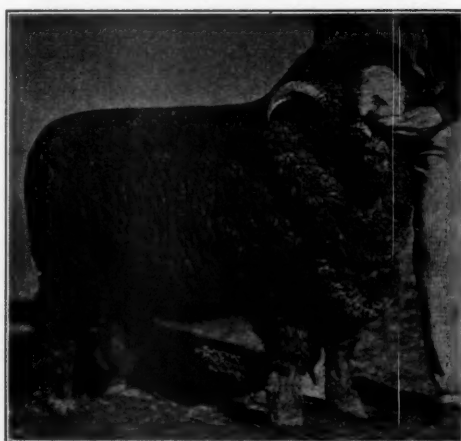
The Suffolk is active, hardy, prolific and matures early. The ewes are good mothers and the average lamb fall is 150 per cent.

For Particulars:

G. P. Lempriere, Suffolk Sheep Society, 24 Princes St., Ipswich, Suffolk, England
CABLES: "SHEEP, IPSWICH"

KING BROTHERS COMPANY

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Our Champion "C" type Rambouillet Ram, 1936, at Wyoming and Colorado State Fairs, Ak-Sar-Ben Stock Show, Kansas National Stock Show and the American Royal. Also Champion at Denver Stock Show, 1931.



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Sheep



Our Champion Corriedale Ram undefeated at the 1930 shows—Wyoming and Colorado State Fairs, Ak-Sar-Ben, Kansas National, American Royal and Chicago International.

STOCK OF EITHER BREED SOLD SINGLY OR IN CAR LOTS



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This is the head sire in our Rambouillet flock. He is the son of "I-Am", the \$2,000 lamb, that topped the 1929 National Ram Sale. Purchased by us from J. K. Madsen.

For the 1931 trade we have some very promising yearling rams sired by him.

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YEARLING RAMS**

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"SUPERIOR"
Many Times Grand Champion

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Strong Lamb Market

(Continued from page 43)

the entire feeding period, May as a rule is called on to try and eliminate. Also, May is the last month that lambs of the previous year can hold their identity, for at the beginning of June the buying side classes them as yearlings and it is only natural that before the exact date comes the line of discount should open up. There have been some Mays on record when prices were higher, but never have they advanced when preceding supplies have been liberal and when it was assured that the midsummer runs of native lambs would be heavy.

On the basis of what cattle and hogs did, the lamb market should have declined \$2 to \$2.50 last month. Fat cattle fell to the lowest level since 1912, and hogs to the lowest point since 1908. As compared with former years neither cattle nor hog receipts were liberal, but the supply was above requirements. On the other hand sheep and lamb supplies were large following a four months' period in which a record number had been slaughtered. Add to these conditions the usual readjustment that comes in the fifth month and one gets an idea of real performance for sheep and lambs.

Of course prices were not as high as the selling side desired, but of all branches of business in the United States, sheepmen, in the face of general depression, fared the best. The producers and their leaders can take a great deal of credit to themselves for this favorable showing. They let people know they had something worth while to sell, and they sold it. The product moved entirely within domestic consuming lines, and with practically no assistance from the by-products, wool and pelts, to lower cost against the meat. It was just a clear cut case of common sense merchandising, something that has not been very prominent in meat channels in a number of years.

C. M. Pipkin.

Around the Range Country

(Continued from page 15)

Clovis

Feed conditions around Clovis this spring were very good.

Most of the wool is still on hand, although a few sales have been made at 12 cents. Growers here favor the Co-op.

Some yearling ewes shorn have changed hands at \$14 a head.

Mrs. A. McClain.

Arizona

Livestock and ranges were generally fair over the state, some localities reporting conditions excellent, and a few poor. Nights were too cool for best forage growth, and there are many places in need of rain. Water supplies were more or less reduced in some sections also. However, reports generally indicate a gradual improvement among flocks and herds.

Kingman

Feed and weather conditions have been very favorable since May 1.

There was a larger percentage of lambs to ewes this year than there was last year, and more ewes were lambing.

From 15 to 20 cents has been paid for wool. A great deal was shipped to the Co-op. The wool was staple and the shrinkage was from 60 to 64 per cent.

Shearers are paid from 10 to 11 cents, some with, and some without board.

A good majority of the growers in this section favor the Co-op.

We are favorable toward organization efforts to increase the consumption of lamb. There seems to be more demand for lamb than formerly.

Arizona Livestock Co.

Prescott

We have plenty of feed here, but very little stored water.

Our prices are at present (May 18) rather disappointing, but we are all doing the best we can.

A. A. Johns.

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Western Texas

Livestock and ranges are reported to be in good to excellent condition throughout this area, though it has been too cool for the best forage growth. Rains have been ample, and the general outlook is satisfactory.

Del Rio

Range conditions in the Del Rio section were never better. An abundance of rain since last September caused the growth of winter weeds that matured in March, after which spring weeds and grass grew rapidly and range at the present time (May 29) is 100 per cent.

Practically all the muttons in the country have already gone to market and a great many yearling ewes have also been shipped. These netted around \$4.25 to \$4.50 per head. It is expected that 50 per cent of the lambs will go to market fat this year and the balance will be sold as feeders if the price is satisfactory.

Wool is selling at from 15 to 20 cents with an estimated shrinkage of 57 to 62 per cent. The quality is above the average.

Last year's estimate on the percentage of lambs to ewes is 60 per cent, and this year's, 85 per cent. There are about 5 per cent more ewes to be lambled than there were last year.

Eight cents is paid for shearing sheep and this does not include board.

The opinion in this section as to organization efforts to increase lamb consumption is favorable, and the sale and use of lamb has increased.

W. C. Hodge

Gatesville

The lamb crop of this section this year was about the same size as last, but it has been short both years.

Around 14 and 15 cents is being offered for wool now. We sold our clip early in May at 16½ cents. Our wool is estimated to shrink around 60 per cent. Most of the wool raised around here is sold to independent

dealers. Sheep sheared out well this year, and there was a nice, long, light yield of wool.

No sales of yearling ewes have been reported.

W. R. Whitehead.

The Season in Arizona

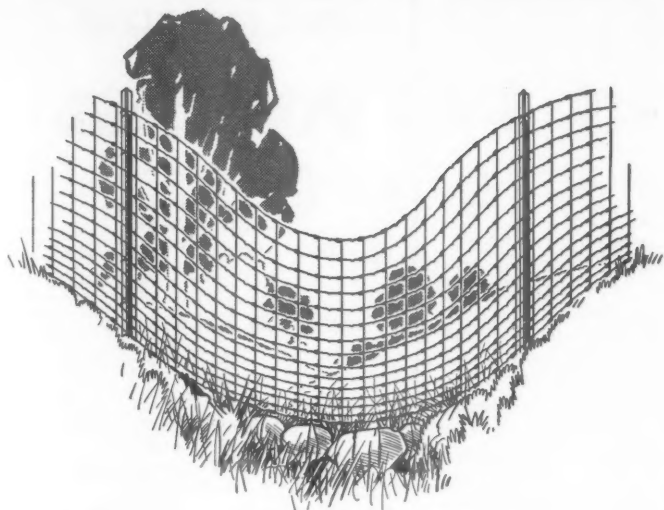
RATHER unusual range conditions have prevailed in Arizona thus far this season. While the rainfall on the southern deserts, the main winter ranges, was considerably above normal, feed conditions, except in some localities, were backward or did not materialize at all. The precipitation was not well distributed through the season and in some cases was largely offset by the low temperatures. By shifting the flocks about, however, sheep thrived fairly well in most instances. Western Arizona, especially the San Francisco and Hualpai valleys, seems to have been the exception to the rule. Feed conditions there are said to have been the best in years, a great relief to stockmen in those sections, droughty conditions having held sway there for a number of seasons. Shortage of stock water on several of the primary ranges in the northern part of the state is the worst drawback just now, coming as it does just as the flocks are entering those sections for the summer.

Early lambs are practically all marketed. The tops in some cases are said to have weighed as high as 84 pounds per head, and to have brought \$11.25 per hundredweight on the Kansas City market, netting the grower a return of approximately \$8.00 per head.

The late lamb crop just now being tallied is reported to be a little better than the average.

But few sales of breeding ewes, either young or aged, have been reported. The prices in these instances were not made public.

Bert Haskett.



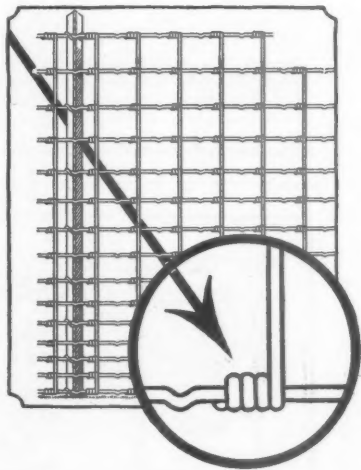
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STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912

Of National Wool Grower, published monthly at Salt Lake City, Utah, for April 1, 1931.

County of Salt Lake

State of Utah

Before me, a notary public, in and for the State and county aforesaid, personally appeared F. R. Marshall, who, having been duly sworn according to law, deposes and says that he is the editor of the National Wool Grower and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, National Wool Growers Association Co., Salt Lake City, Utah.

Editor, F. R. Marshall, 509 McCornick Bldg., Salt Lake City, Utah.

Managing Editor, none.

Business Manager, F. R. Marshall, 509 McCornick Bldg., Salt Lake City, Utah.

2. That the owner is: National Wool Growers Association, an unincorporated body of Salt Lake City, Utah (F. J. Hagenbarth, president, and F. R. Marshall, secretary) and thirteen state wool growers' associations, all unincorporated.

3. That the known bondholders, mortgagees, and other security holders owning or holding one per cent or more of total amount of bonds, mortgages, or other securities are: None.

F. R. MARSHALL.

Sworn to and subscribed before me this 3rd day of April, 1931.

(SEAL)

Addison D. Perry, Jr.,
Notary Public.

**Maryland Ram Sales
Announced**

THE Maryland Ram Sale dates have been announced. The La Plata Sale will be held on Thursday, June 25. About 35 rams will be entered in this sale. The Centerville Sale will be held on Tuesday, July 28. It will include around 50 head.

The purebred flocks in Maryland have wintered extremely well and the grass is good and giving plenty of substance. As a result the rams will probably enter the sales in nicer condition than ever before.

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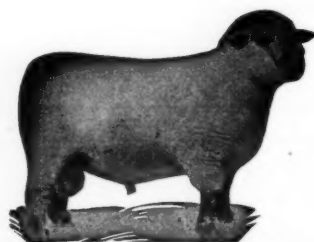
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